

# shipping MANAGEMENT

THE "HOW-TO" PUBLICATION OF PACKAGING, TRAFFIC AND SHIPPING

## READERS' ROUTER

TO ..... SEE PAGE .....

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Each issue of Shipping Management contains the latest news and information on all aspects of the shipping and packaging industry.

For a free trial copy of Shipping Management, please send this card to the publisher, Shipping Management, Inc., 100 N. 10th St., New York, N.Y. 10037.

SIPMHE ALL SET FOR BIGGEST PACKAGING & M.H. SHOW IN ITS HISTORY: N. Y. C., SEPTEMBER 20-22

SEPTEMBER 1955

# Tell 'em with **"Talking Tape"**

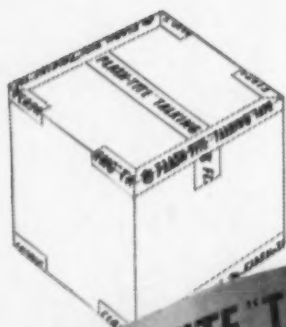


Flash-Tite printed "Talking Tape" makes a live-wire salesman of every carton. Sparks up your product.

Broadcasts your sales messages. Identifies.

Instructs. Cautions. Yet "Talking Tape" messages cost only a fraction of what special labels would cost.

For further information or samples, write Dept. GT.



**IMPROVED FORMULA**

## **FLASH-TITE** **"TALKING TAPE"**



**CROWN ZELLERBACH**

343 Sansome Street, San Francisco 19, California



## "Out with the brains!"

*"In the shipping department, you don't knock off until every package is ready for sending to the postoffice. Before we put in the postage meter, I was always the last man to leave. Now I'm out with the brains..."*

A POSTAGE meter can save as much as 40% of the time spent in parcel post mailing... handles the day-end load easily, avoids overtime—and saves plenty of postage.

With a postage meter, you print your own postage. Set the levers, press the bar, and you get the exact amount of postage needed—in one meter stamp, delivered moist or dry.

A meter stamp carries a dated postmark, doesn't need cancelling in the postoffice, often helps your parcels make earlier trains and planes. The same meter can also be used to stamp and seal your letters!

And you do away forever with adhesive

stamps, with separating and sticking stamps, with the stamp box, and postage accounting.

The meter can be set for as much postage as you want to buy at one time, always has the right stamp on hand. Your postage in the meter is always protected from damage, loss or theft—and is automatically accounted for on easy-to-read registers. And you have a smaller stamp inventory—with *less money tied up in postage!*

THERE is a meter model to meet your requirements. Call the nearest Pitney-Bowes office and ask for a demonstration. Or send the coupon for a free illustrated booklet.



PITNEY-BOWES

## Postage Meter

PITNEY-BOWES, INC., Stamford, Conn.

*Originators of metered mail. Leading makers of mailing machines. Branches in 94 principal cities.*

**FREE:** Handy desk or wall chart of Postal Rates, with parcel post map and zone finder.



PITNEY-BOWES, INC.  
2206 Pacific St., Stamford, Conn.

Please send free illustrated booklet ☐ chart ☐ to:

Name

Address



# carpac

## A NEW CONCEPT IN PACKAGING CLOSURE SECURITY

**OUT-STRIPS ALL OTHER  
TAPES IN • STRENGTH  
• ECONOMY  
• EFFICIENCY**

**PROVEN BY EXTENSIVE TESTS  
AT INDEPENDENT LABORATORIES**

### **SUPER-STRENGTH**

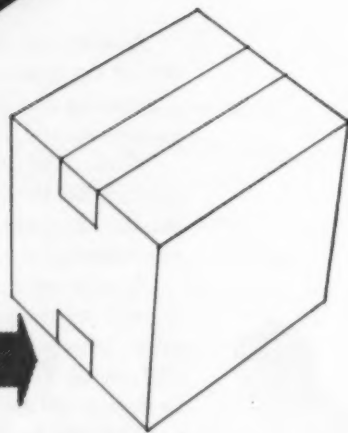
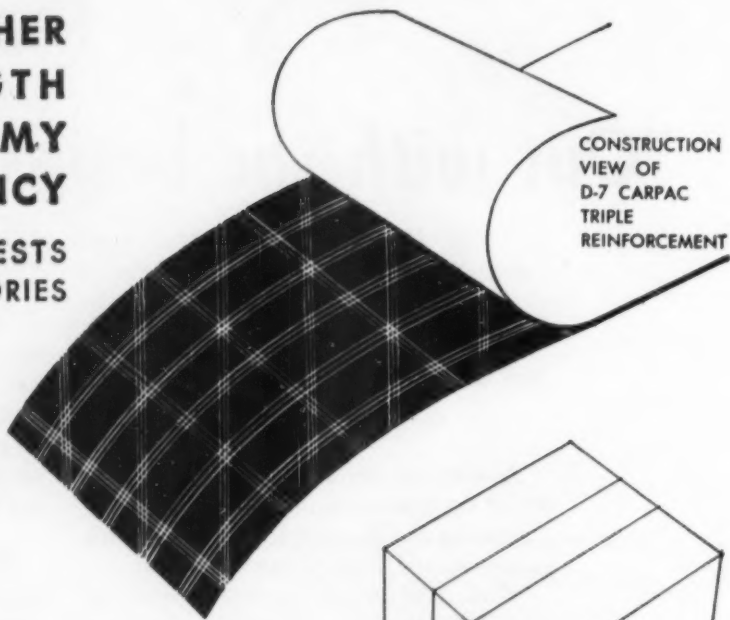
One-strip D-7 Carpac's scientifically devised glass fibre triple reinforcements along the length and across the tape in a two-way diamond pattern results in amazing, "never-before" strength.

### **CUTS LABOR and CONSUMPTION COSTS**

D-7 Carpac's one-strip sealing method assures packaging security with only  $\frac{1}{3}$  or  $\frac{1}{2}$  the amount of tape usually required. Additional labor saving is attained by far faster application through best quality animal glues.

### **INCREASED EFFICIENCY**

D-7 Carpac adheres instantly, is more flexible, moisture resistant and non-curling. Despite its closure strength, cartons sealed with D-7 Carpac can be opened easily without exertion or danger of damaging contents.



**TRIPLE REINFORCED  
ONE-STRIP SEALING  
TAPE SEALS FOR SURE**

**FULLY APPROVED FOR ALL TYPES OF SHIPPING**  
... and by the Official Classification Committee for  
Rail Shipment under rule 41.

*write for  
free sample*

**ATLANTIC** GUMMED PAPER CORPORATION  
1 MAIN STREET • BROOKLYN 1, N.Y.

BRANCH OFFICES: PHILADELPHIA • PITTSBURGH • CHICAGO • BUFFALO • BOSTON • HAVANA

SHIPPING MANAGEMENT, SEPTEMBER, 1953

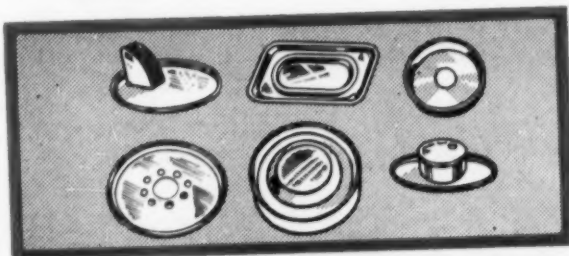


# LOOK to **-UC-** LEADERSHIP!

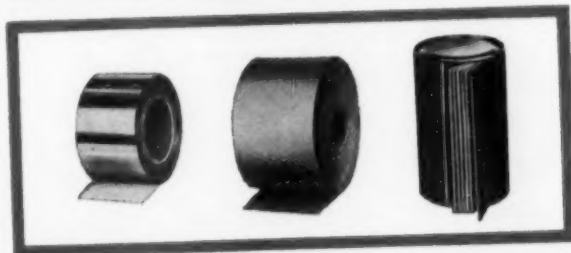
A *complete* line of fiber-bodied containers



• For drug products, cosmetics, foods, dry chemicals, insecticides, spare parts, etc. • No higher-quality standard packages obtainable at same mass-production prices • Any special design also • Distinctive efficient shapes — left to right above are square, round, oblong, elliptical, plus spiral and convolute-wound textile tubes • Any diameter, length, or wall thickness • Specifications to fit consumer, industrial, and military needs • Plain, color-coated, and lithographed metal ends and slip covers • Curled fiber ends if desired • Single or multi-color labels applied • All production quality-controlled • Reliable deliveries.



**CLOSURES . . .** to suit your individual requirements —designed and built through United Can's specialized machine shop facilities—such as round, oval, and elliptical friction caps; rotary sifters; full-swivel sifters; pour spouts; six and eight-hole perforated tops or caps; deep-draw and recessed-type slip covers; and single and double coin-slot tops and caps. All are available in plain or color-coated metal.



**BARRIERS and LINERS . . .** such as foils, impregnated papers, asphalt, grease-resistant papers, glassine, paraffin, plastics, and many other types of materials and substances developed by constant up-to-date research . . . for added protection against moisture, vapor, corrosion, oil, etc.

*Specs, quotes, consultation, and catalog gladly given upon request.*

Address inquiries to: P.O. Box 42 "E" Phillipsburg, N.J.

Main Plant: Edison Road, New Village, New Jersey  
Phone: Phillipsburg, N. J. 5-1135

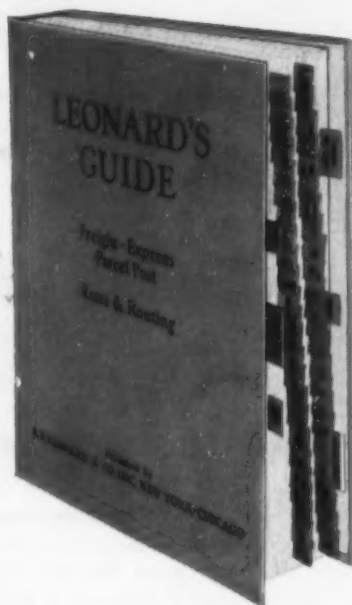
Branch Plant: Prescott St. and Ridge Row, Scranton, Pa.  
Phone: Diamond 2-9118

## **-UC- UNITED CAN CO., INC.**

**Sales Offices:** Edison Road, New Village, N. J. Phone: Phillipsburg 5-1135 • 34 Park Row, New York, N. Y. Phone: Cortlandt 7-2049 • Prescott St. and Ridge Row, Scranton, Pa. Phone: Diamond 2-9118 • Walter E. Turner & Assoc., 1796 Graefield Rd., Birmingham, Mich. Phone: Midwest 4-1877 • R. M. Reutlinger & Assoc., 1512 Hulman Bldg., Dayton 2, Ohio Phone: Adams 4171 • Protective Packaging Co., 542 So. Dearborn St., Chicago 5, Ill. Phone: WEster 9-4661 • Allied Commodities Co., 5601 W. Lake St., Minneapolis 2, Minn. Phone: WEster 9-8531.

# *Shipping* **IS SIMPLE AND SURE**

*When You  
Use . . .*



**'THE SHIPPER'S CYCLOPEDIA' SINCE 1912**

★ LEONARD'S GUIDE incorporates the latest and most accurate Parcel Post, Express and Freight rates and routing information in one complete easy-to-use directory.

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# PROTECTIVE'S

DRUM LINERS \* BAGS \* CARTON LINERS

all styles, all sizes,  
produced with fine materials:  
Polyethylene, Vinyl, Laminates  
and other flexible films —  
all at surprisingly LOW PRICES



DRUM LINERS



BAGS



CARTON LINERS

"Double-Seal Guaranteed Safety..."

# SUCCESS!

"TWIN-SURE" DOUBLE-SEAL

straight bottom liners

"POWER-SEAL"

round bottom liners

... originated and  
manufactured by the pioneers  
in plastic-liners for  
steel drums, fibre containers,  
cartons and boxes ...  
successfully tested and proven  
satisfactory for protective  
packaging by many of  
America's leading  
manufacturers, processors  
and laboratories.

Here are just a few  
users of protective liners:

Allied Chemical & Dye Corp.  
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Guaranteed Satisfaction  
Free Consultation  
Free Samples

Write Dept. SM-105

## PROTECTIVE LINING CORPORATION

GENERAL OFFICES AND PLANT: 22 WOODHULL STREET, BROOKLYN 31, NEW YORK

ONLY A FEW  
SURVIVE A  
CENTURY



1855 - 1955

100  
YEARS

There are not many in the business world able to surmount the changing events of one hundred years—wars, panics, depressions, economic turmoil. To do so, a company must maintain and perform services which engender loyal and friendly customer relations.

It is therefore with deep satisfaction that we mark our first centennial. You have helped to make it possible—and we extend our sincere thanks.

RATHBORNE, HAIR AND RIDGWAY BOX CO.  
1440 WEST 21st PLACE • CHICAGO 8, ILLINOIS





## Shipping-room star...weighs exactly... computes postage automatically!



There is no mailing scale to equal the new Pitney-Bowes "3700" in performance...to speed mailing, save time and *overtime* in your shipping department or mailroom.

It handles packages up to 70 pounds in weight...has an added selector key to compute special book rates. The operator places the package on the scale tray...presses the zone key...and the shutter above the key opens to show exact parcel post rate, *air* or *regular*, for *that* package in *that* zone. This precision scale automatically computes for weight and zone, as fast as you can feed it packages.



The large chart figures are *illuminated* and *magnified* by an adjustable lens, eliminating squinting and eyestrain! And Pitney-Bowes' exclusive ball-bearing suspension maintains indefinitely the weighing accuracy of this rugged mailing scale.

Ask your nearest Pitney-Bowes office for a demonstration. Or just send the coupon for the free illustrated booklet.

**FREE:** Handy desk or wall chart of Postal Rates with parcel post map and zone finder.



PITNEY-BOWES

## Mailing Scales

PITNEY-BOWES, INC., Stamford, Conn.

*Originators of the postage meter...offices in 94 cities*

PITNEY-BOWES, INC.  
2280 Walnut St., Stamford, Conn.

Send free illustrated booklet ☐ Chart ☐

Name \_\_\_\_\_

Address \_\_\_\_\_



# FOR BETTER SHIPPING

Receive practical, illustrated literature about the latest improvements and developments in shipping room supplies, devices and equipment as described below . . . important data every shipping room manager should keep on file — readily available for instant reference. The HELP-O-GRAM reply card adjacent to this page is for your use. Just check the appropriate box on the prepaid HELP-O-GRAM business reply card and drop it in the mail box. The material will be sent to you at once with no obligation on your part.

**CUT SEALING TIME BY two-thirds.** Use modern way to seal — with two strips instead of six. Made possible by tape's precisely laid 2-way reinforcing. **FREE SAMPLES** check 1.

**MULTI-PURPOSE CONTAINER** answers materials handling problem on production line . . . interplant parts transportation . . . as storage bin . . . as knockdown, reusable shipping container. **DETAILS FREE**, check 2.

**LOW COST SEALER** offered by manufacturer was two years in the making. Has all the features of heavy duty machines with one exception: the price. Features include, visual auxiliary water reservoir, feed stop for predetermined lengths up to 30", dispenses 1" to 3" width tape. For **FREE BOOKLETS** check 3.

**BOX MANUFACTURER** is offering at **NO COST OR OBLIGATION** on your part an analysis of your container needs, plus sample packing in the right container. To get in on this offer check 4.

**SPECIALLY DESIGNED INK** for the shipping room enables you to save money and at the same time facilitate the handling of your shipments. **FREE GUIDE** by checking 5.

**STITCHING MACHINES** . . . two machines that give you high speed, uninterrupted stitching. Bottom stitcher effective on board stock to a maximum thickness of 3/8". Wire tying machines are your most economical means of assuring intact shipments. **FREE DETAILS** and price, check 6.

**CUT CARTON COST** by covering old shipping marks. This amazing product dries quickly to the carton color. You can stencil, tape or mark right over it. **FREE DATA**: check 7.

**"STOP LABELING WITH DOLLAR BILLS."** This is the intriguing title of a **FREE** 4-page folder that tells you exactly how to do it . . . how to speed up attaching labels to packages, glass, metal, wood, steel, etc., and how to save by using ungummed labels. This folder can save you thousands of dollars, so be sure to check No. 8.

**ALL-AROUND PROTECTION** against moisture is offered by these water-proof papers made in conformity with government specifications. They are outstanding for wrapping, covering and car lining purposes. For **FREE INFORMATION**, check 9.

**POWERFUL ADHESIVE** makes this superstandard gummed sealing tape part of the carton. One thickness reinforces the vital spots of the carton. Test a **FREE ROLL** in your own machines by checking 10.

**SAFETY REGISTER** — mechanical "watchdog" rides in freight car with your merchandise. Keeps record of how goods are handled. Meets National Safe Transit Committee specifications. **LATEST INFORMATION FREE** by checking 11.

**HERE'S THE ANSWER** to your identification problems. A new type stencil which will also speed your product handling. Also, cuts down shipping loss and delays. For **FREE** stencil cut with your name and address plus information check 12.

**TESTED GUMMED TAPE** wins awards with its time and money saving properties. Exhaustive tests have certified the quality of this product that will help reduce your damage claim. For **FREE TRIAL ROLL**, check 13.

**PUSH A BUTTON** and get the exact tape you need. Actual reports show a 20% to 45% saving in time and tape. Learn about this machine. **FREE TRIAL OFFER** in your plant by checking 14.

**DOUBLE-SEAL POLYETHYLENE** liners for packing tools, machinery, foods, chemicals and many other types of products assure utmost protection. This is an inner liner for cartons, fibre containers, fibre drums and steel drums. **FREE SAMPLES** can be had by checking 15.

**PACKING DESICCANTS** . . . for Method II packaging under specification MIL-D-3464. Spot humidity indicator cards afford a rapid and inexpensive visual means of checking relating humidity and capsule driers give safe moisture protection. The silica gel contents of capsule change color as water is added—and easy visual check! For further **FREE DETAILS**, check 16.

**LEAK-PROOF** and **CLOG-PROOF** brush pen for marking is now being marketed. There is a choice of five nib styles and six ink colors. Check 17 for descriptive folder.

**MAKE CLEATED BOXES** faster by using this machine which makes, drives and clinches three nails a second. Can be adjusted to 24 different box size requirements. **CATALOG** free by checking 18.

**FOUNTAIN STENCIL BRUSH** provides dependable stenciling and marking. Has a controlled automatic ink feed and works fast. Check 19 for **FREE literature**.

**SPEED MAILING** department flow and end weighing bottlenecks by using this new mailing scale. Just put your package on the scale, press the zone key, and presto—the correct amount registers. For **FREE DEMONSTRATIONS** or **DESCRIPTIVE LITERATURE**, check 20.

**LABOR-SAVING TAPE-LOCKING DISPENSER** seals polyethylene bags with special pressure sensitive tape. Only one motion is required. Just twist the bag neck, push down in slot and it's all sealed. For a **FREE** three-day trial, check 21.

**SHIPPING GUIDE** contains an alphabetical list of motor carriers, the destinations they serve, a list of local express and local cartage carriers and pier locations, all in the New York area. The revised 1955 edition has just come off the presses. **FREE** information is available by checking 22.

**FREE 10 DAY TRIAL OFFER.** Check No. 23 on the card and learn how you can try this label gluer in your own plant under your own working conditions with absolutely no obligation. You will also receive details of this system of tying your labeling in with your office and invoicing procedure, saving time and money, and eliminating error. This hand operating label gluer will enable you to do every type of labeling job at a saving.

**A CASE SEALER** that tapes 25 corrugated and solid fibre containers per minute. Works automatically in applying single-strip tape, and in sealing top and bottom flaps and/or end panels. For **FREE** information, check 24.

**AUTOMATIC TACKERS** . . . that offer speedy, one hand operation enable you to do more work with fewer workers. This company offers a wide range of air, gun and hand tackers and has a money-saving **FREE** maintenance service. For complete story **FREE**, check 25.

**USEFUL WALL CHART** handily answers questions about new postal rates and all other mailing info. The 4th Class Rates cover latest revision. Receive **FREE CHART**: check 26.

**SAVE BY SHREDDING** newspaper, magazines, old files into first class packing material with this speedy machine. For info on low cost and **FREE TRIAL** check 27.

**LOW PRICED** automatic tape dispensers featuring all "advanced styling" are available for heavy duty shipping. Dispenser automatically measures, wets, cuts, ejects tape lengths adjustable 2½" to 36"—each pull. **FREE LITERATURE** by checking 28.

**TAMPER-PROOF CONTAINERS** . . . quality controlled production, standard or special designs, company is equipped to produce fiber-bodied spare parts containers—any size, any shape—for industrial and military use. Years of experience in producing finest quality metal-end, fiber-bodied containers. For **FREE SPECIFICATION QUOTATIONS** check 29.

**GUMMED FILAMENT TAPE** . . . faster, better for Parcel Post. Gives your packages a better appearance and affords more protection. This tape can not damage the container. **FREE SAMPLE** roll and data, check 30.

**FLEXIBLE CORRUGATED** wrapping paper is the faster, more economical and time-saving answer to packaging problems. Unique scientific scoring method produces higher flutes better cushioning. **FREE INFO**, check 31.

**ONE-HAND TACKING** is faster and cheaper. This product has rapid gripping action and take-up jaw for low maintenance. 36 different models and 80 staple sizes for any use. Check 32 for **FREE BOOKLET**.

**CUT LABELING COSTS 30%** with new machines that unskilled operators can master handily. No adjustments required for varied shaped labels. **FREE INFO**: check 33.

**IMPROVED CUSHIONING** gives you the maximum interior cushioning protection available and fits nearly any product or assortment you can name. For **FREE INFORMATION** on how to **SAVE MONEY** on packaging just check 34.

**RE-MARKED CONTAINERS** can look good as new when quick drying waterproof spray has been applied. Covers old stenciling, crayon marks, printing labels, etc. Permits any carton to be re-stenciled within 90 seconds and used again. Check 35 for **FREE LITERATURE**.

**GET ENGINEERED DESIGNED** containers that are tested, improved and retested until a practical-to-produce container evolves that is right for your needs. Quality control methods insure low-cost production with the precision that means easy box assembly and maximum strength. **FREE RATES** by checking 36.

**PRESSURE SENSITIVE TAPE** . . . Pack the secure way. Use tape that meets Jan. P. 127 requirements. Test this tape in your packaging room. **SAMPLES** sent to you, check 37.

**CUT SEALING TIME** with this quality controlled tape. The instant, permanent adhesion of this tape permits sealing faster . . . more cartons per roll. Tape is delivered in a waterproofed lined carton which protects tape from heat, damp and climate in transit and storage. Check 38 for **FREE SAMPLES**.

**FOR PROMOTION** of products, dressing up cartons, instructions on how to open the carton or use the product, and words of caution, use this "Talking Tape." Messages are imprinted directly on the sealing tape. For free details, check 39.

**CUT SHIPPING EXPENSES** by using power driven or manually operated carton stapling machines. Each staple costs 1/10 of one cent. Free catalog by checking 40.

**MARKS STAY PUT** when using these crayons. For marking paper, cardboard, glass, cellophane, wet and dry lumber, leather, fabrics, tin and china. **FREE** price book sheet yours for the asking. Check 41.

**LOW-COST** method of addressing multiple shipments, no labels to type or fasten to the carton. **FOR FREE** brochure, check 42.

**MEN — METHODS — MATERIALS**

## Choose the right packaging closure the way you buy a truck!



**I**N TRUCKS, it's the type of *performance* you need that decides your ultimate choice. In packaging too, the needs of your particular operation should decide the closure you use. Hudson has an improvement to give you more speed, more efficiency, more protection, and more economy too! Select the product you want to free test and let us send you a sample:

**FASTWELD** for speed in two-strip\* production line sealing—for overall center seam protection that beats stapling, stitching or gluing. The fastest closure possible, and the biggest labor-saver. Reinforced in both directions with Fiberglas®, *Fastweld* comes to you with an extra heavy coat of Hudson's exclusive adhesive—*Supple-ized*® for easier handling.

\*Authorized by amended U.F.C. Rule 41

**BLUE RIBBON** for speed in complete closure. The quality tape with incredible speed of adhesion. Just one fast sweep of the hands and you get a tighter, more permanent seal against dust, smoke, moisture, vermin. The secret—Hudson's exclusive adhesive, *Supple-ized* to give you instant full-depth moistening . . . quicker, better sealing.

**ORANGE CORE** for economical standard sealing. Every inch on every roll sticks with the same bulldog grip because Hudson controls all its ingredients. Hundreds of thousands of users depend on Orange Core's consistently superior quality and have made it the world's largest selling gummed sealing tape.

Quality Products by

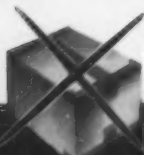
**Hudson**  
PULP & PAPER CORP.

477 Madison Ave., New York 22, N. Y.



**P.S.** On your letterhead—write Dept. SM-1 and tell us which product you want to free-test . . . *Fastweld*, *Blue Ribbon*, or *Orange Core*!

# Rule 41 Amended To Allow 2-STRIP CENTER-SEAM SEALING



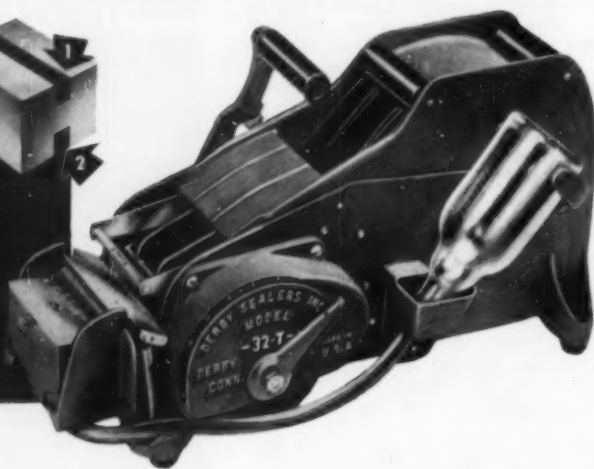
IT ONLY TAKES 2...



CUT COSTS UP TO  $\frac{2}{3}$

With Filament Reinforced Sealing Tapes and the FAMOUS

**DERBY 32-T**



Now, instead of using 6 you can use 2 strips of tape to seal *all* cartons for ALL shipments. Of course you'll use the new tough, super-strong filament reinforced tapes to do the job . . . PLUS a Derby 32-T, filament reinforced tape dispenser. The Derby 32-T was especially designed to dispense tough reinforced sealing tapes quickly,

easily and accurately. Its many, many exclusive features are designed to save you money . . . result in top flight, long-range performance and dependability.

**Cut Your Shipping Room Costs!**  
Write now, Dept. 5M for free booklet about 2 strip sealing and the Derby 32-T

**DERBY SEALERS, INC.**  
DERBY, CONNECTICUT



## Cut Down Shipping Costs . . .



Addressing multiple shipments with STEN-C-LABL is fast, efficient, easy to use. Saves shipping time. Avoids mis-shipments.



A PANL-LABL is a facsimile label printed direct on your shipping cartons at time of manufacture for no additional cost. Saves cost of labels and handling time.

## Cut Out Shipping Errors

with **PANL-LABLS**  
and **STEN-C-LABL ADDRESSING**  
of **MULTIPLE SHIPMENTS**

It's easy as A-B-C! You actually eliminate several steps in the usual multiple addressing process—there are no labels to type or fasten to carton. You save the cost of buying gummed labels because your label is printed right on your carton when it is manufactured by your supplier as shown in the PANL-LABL sample.

You make unlimited impressions

direct-to-carton with the STEN-C-LABL applicator. And the STEN-C-LABL itself is addressed in the office at the same time your invoice, order or bill of lading is made out, whatever your procedure or equipment.

Thus the addressing of your multiple shipments becomes a by-product of regular office procedure. Addressing errors, mis-shipments are eliminated.

Write TODAY for FREE brochure showing detailed operation of STEN-C-LABL and the many applications of this new low-cost method of addressing multiple shipments.

See STEN-C-LABL demonstrated  
at the Industrial Packaging  
Show Sept. 20-22  
Booth No. 712

**STEN-C-LABL**

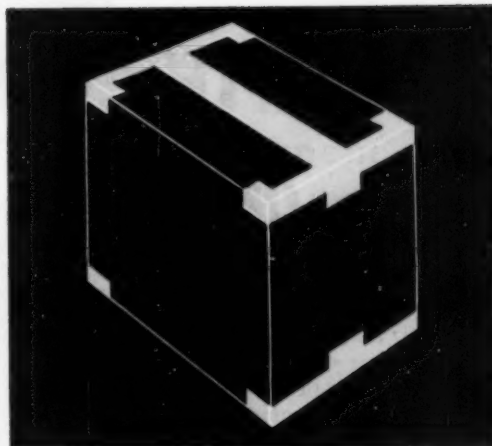
2285 UNIVERSITY AVE.  
ST. PAUL 14, MINN.



**SEALS FASTER • SELLS FASTER**

# St. Regis DUOFLEX Gummed Sealing Tape

## Seals More Cartons Per Hour!



Time-studies in shipping-rooms show cents-per-roll is not the big cost of packaging . . . it's the dollars-per-roll *for application time*. The instant, permanent adhesion of St. Regis DUOFLEX *permits sealing faster* . . . more cartons per roll. That's true economy . . . one reason why it *sells faster*.

**ST. REGIS GLASS MESH TAPE** withstands strains from both directions . . . because its reinforcing glass fibers are distributed the long way *and* across the tape. No excess asphalt to "bleed," in any weather.

**ST. REGIS STAY TAPE** combines St. Regis' own glue formula with St. Regis' own specification Kraft. Plasticizer in the glue permits the moisture to ride the tape any necessary length of time to the applying point.

**WHY NOT TELL CUSTOMERS** that St. Regis provides a *full* line of gummed tapes (as well as special tapes) . . . *all quality-controlled at every stage of manufacture?* You can always offer *immediate* deliveries of St. Regis Gummed Tapes . . . in all standard widths and colors.



This exclusive shipping carton protects St. Regis Tape from heat, damp and climate in transit and in storage. It has a built-in, waterproof lining, and is sealed with St. Regis Glass Mesh Tape.

Look for the name **ST. REGIS** on every core

**FOR SAMPLES**, fill out and attach to your business letterhead.



ST. REGIS GUMMED TAPES are manufactured by St. Regis Paper Company, one of America's largest integrated paper manufacturers, with resources ranging from raw materials in its own forest preserves to modern mills and plants and nation-wide distribution.



## St. Regis Paper Company

Sales Subsidiary: St. Regis Sales Corporation • KRAFT DIVISION

230 Park Avenue, New York 17, N. Y.

Please send samples of St. Regis Gummed Tapes as checked:

☐ DUOFLEX      ☐ GLASS MESH TAPE      ☐ STAY TAPE

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_

ATTENTION: \_\_\_\_\_

# BIG STAPLES mean BIG SAVINGS in carton closing!

Container Stapling can cut your shipping costs—whether you ship a dozen cartons or thousands of cartons daily, our machines can save you money. If your company is large, you could handle greater volume with fewer people—output up—costs down—using our power driven carton stapling machines.

Or perhaps you're a smaller company... one of our versatile manually operated staplers could handle your entire box closing operation—setting up empty containers and also closing the tops after your product has been packed!

## MODEL TAP (FLOOR)

**\$380<sup>00</sup>**

Stationary; pneumatic single or multiple stapling heads. Twin headed model will drive at the rate of up to 400 staples per minute.

## YOU SAVE 4 WAYS:

**LABOR**—Savings up to 200% because of fewer operations... no sticky hands to be washed... set-up and closing are done right in the production area.

**TIME**—Tests under actual production conditions prove that cartons can be completely closed in less than 20 seconds, using BIG staples... no wait for drying.

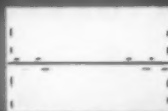
**CLAIMS**—cartons cannot come open due to dampness... liability of carriers cannot be disclaimed because of improper closure

## Meets Uniform Freight Classification Regulations!

(RULE 41)



One 4 1/2" staple, spaced five inches apart, are needed to securely close this carton. Compare this with



the requirement imposed by statute which must be placed 2 1/2" apart, along each side of the carton using the same amount... or



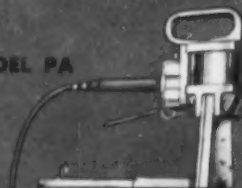
normal use of gummed tape which would be required to do the job done by only 4 1/2 staples applied by the ACTUAL BIG INDUSTRIAL STAPLER.



MODEL A

Inexpensive and portable. Closes tops of filled cartons and "sets-up" bottoms of empty boxes. **\$3950**

MODEL PA



Pneumatic, portable. This pneumatic carton stapler drives at the rate of up to 200 staples per minute. **\$18500**

(Bench)

MODEL TAP

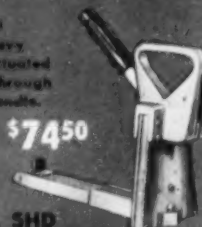
Pneumatic, portable bench model. Drives at the rate of up to 200 staples per minute. May be used at various locations throughout the plant.

Model SHD

(Super Heavy Duty) is actuated by hand, through a single handle.

**\$7450**

MODEL SHD



MODEL B37

This machine sets up carton bottoms, using our big industrial staples.

**\$12500**



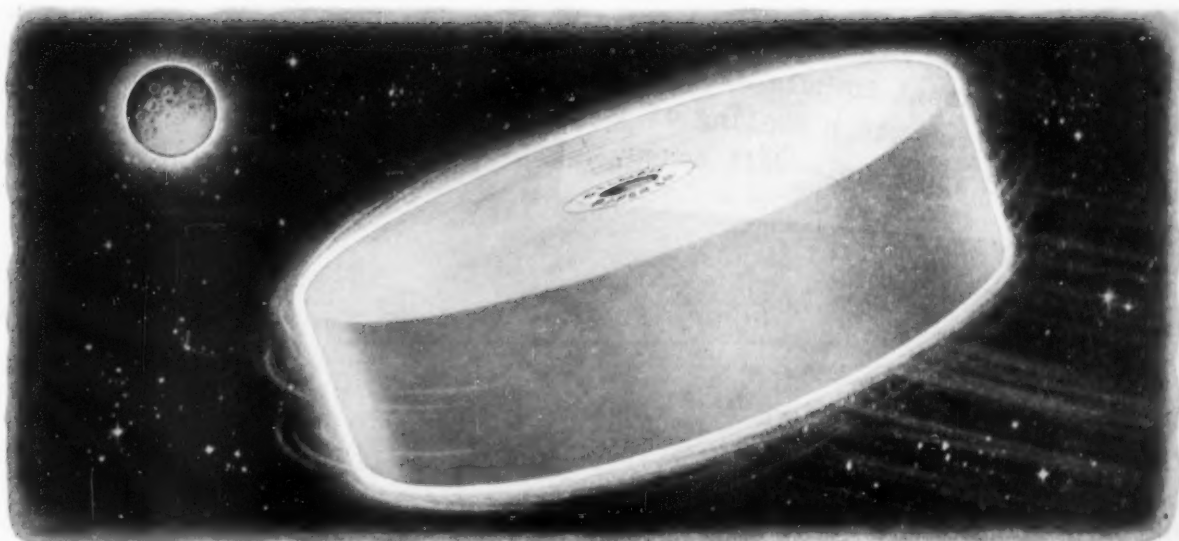
Each **BIG STAPLE** costs less than  $\frac{1}{10}$  of **ONE CENT**... and **ONLY FOUR BIG INDUSTRIAL STAPLES** are required to close the average carton!



# Container

STAPLING CORPORATION

P. O. Box 247 Herrin, Illinois • Phone 346



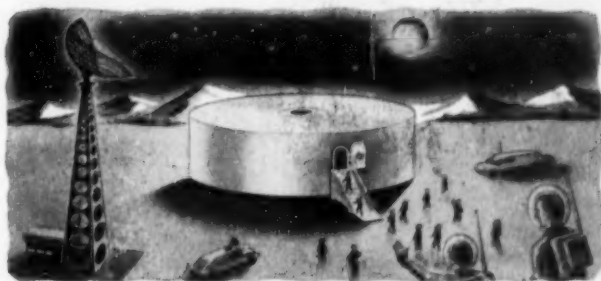
## All Aboard For Gilman's 26th Round Trip To The Moon!

You're hearing a lot today about trips to the Moon.

But it's a familiar objective to Gilman Paper Company, now in its third generation of paper manufacturing.

We have been making gummed tape since 1930, yet during that period we have rolled up a production record in 60 pound tape alone to complete 25 round trips to the Moon... an average of 478,000 miles of tape for each round trip, for a total of more than 12,000,000 miles of Gilman Gummed Tape in 25 years!

While this is a truly singular achievement in production, it demonstrates the confidence of those who travel the route with us, without which these trips would be impossible.



This year our journey symbolizes the highest level of excellence ever achieved in Gummed Tape—one grade, at a standard price, superior in quality to most super-standard grades sold at higher prices.

We invite you to go along on our 26th round trip to the Moon... Ask your paper merchant to help you get started—or ask us!



Free sample roll and  
Color Swatch Book on request

## GILMAN PAPER COMPANY

The Most Quality Conscious Producer in the Industry  
630 Fifth Ave., N. Y. 20, N. Y. • Daily News Bldg., Chicago 6, Ill.

We'd like to go along on your 26th Round Trip to the Moon.

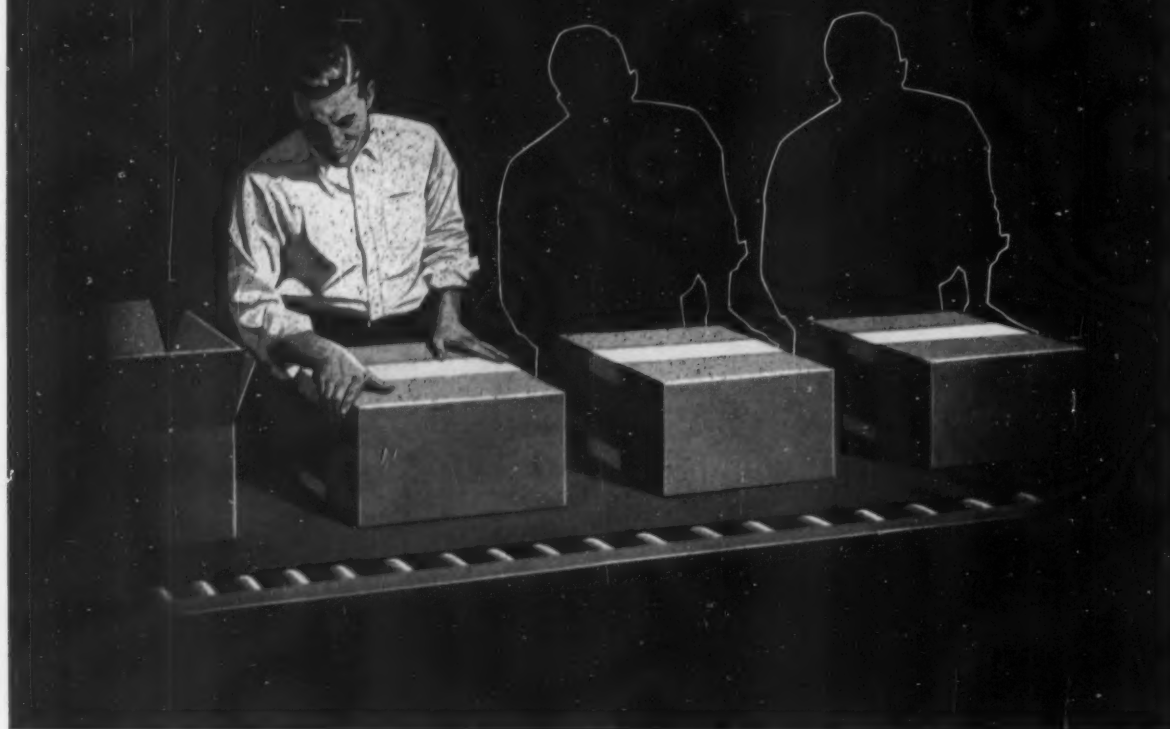
COMPANY NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ ZONE \_\_\_\_\_ STATE \_\_\_\_\_

INDIVIDUAL \_\_\_\_\_ TITLE \_\_\_\_\_

New Amendment to Rule 41  
permits two-strip sealing of  
slotted and double-wall boxes.



**cut sealing time  
by two-thirds!**

Use the successful, modern way to seal . . . with 2 strips instead of 6, now approved by railroads. It's Center Seam Sealing — made possible by Sisalkraft Sealing Tape's precisely laid, 2-way, reenforcing. Available through your paper merchant, or write for samples. American Sisalkraft Co., Attleboro, Massachusetts.

**SISALKRAFT**  
**Sealing Tape**

*Glass-  
Reenforced*



# PACKING A PUNCH

SEPTEMBER, 1955

**NATIONAL FREIGHT CLAIMS COUNCIL'S** 18th annual meeting in June at Chicago heard seven shipper spokesmen outline the most prevalent causes of freight claims and suggestions on how to reduce claims.

G. J. Werner, General T. M. of Motorola, Inc., told 200 motor truck company representatives that claims are due mainly to the driver's failure to check the number of packages against the bill of lading; acceptance of damaged and poorly packed merchandise; and failure to see that heavy loads are not placed on top of fragile loads.

T. C. Stewart, assistant TM of Zenith Radio Corporation, said that manufacturers rather than transporters are responsible for claims problems. He urged shippers to make certain their products are properly packaged to withstand shipping hazards. He added that Zenith has outsiders pre-test its packages through vibration, drum and drop tests.

J. D. Feeney, claim supervisor,  
(Continued on Page 39)

## PHOTO-OF-THE-MONTH

The photo on this month's Shipping Management cover shows an employee in the shipping department of Schenley Industries, Inc., using Hudson's Fastweld reinforced gummed tape to seal a V 35 solid fibre container of bottled goods intended for overseas shipment.

Until the Fastweld tape was introduced in Schenley's shipping operation at the suggestion of Herbert A. Post, Inc., paper distributors, another method of closing was applied to each container.

According to O. C. Faulkner, Schenley's packaging supervisor, the former closure method had several drawbacks. First, it weakened the containers by biting into, or crushing, the sides, which in turn prevented proper stacking—so important to export shipments. Second, it often came loose as a result of rough handling in transit. The efficiency of the closure was severely impaired and costly pilferage occurred. This was a major problem.

Recently, shipping company regulations, which specifically required the use of the former method of closure, were relaxed. This gave Schenley's packaging engineers an opportunity to explore the possibility of using a more efficient method of sealing. With this in mind, they conducted experiments with reinforced tape to see if it could meet their requirements. But with reinforced tape too, several points had to be considered.

What they needed was a tape with a superior adhesive which would adhere to a special water resistant finish on their solid fibre containers and which in itself, would be moisture-repellent. The tape had to be

(Continued on Page 39)

# shipping MANAGEMENT

VOL. 20—No. 9

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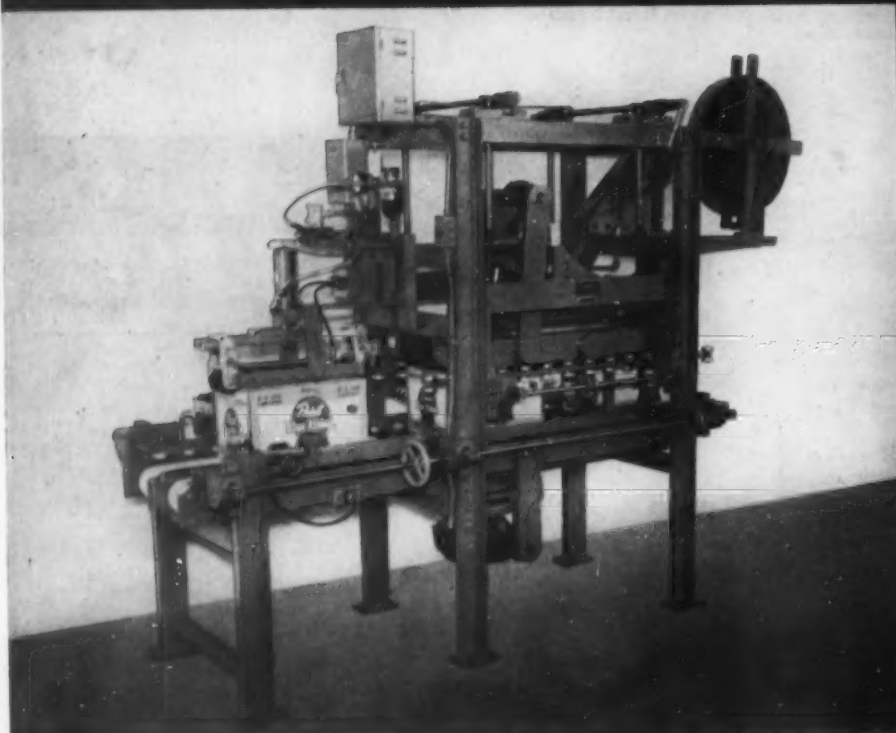
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The Most Dependable line... **GENERAL**



*Of Course They're Saying*

## "GENERAL'S TAPE SEALER IS BEST"

- A natural for rule 41, as recently amended.
- The Best Tape Sealer of Shipping Containers, either Corrugated or Solid Fibre.
- Tapes 25 cases per minute, single-strip, top and/or bottom flaps only, plus end-panels, if required, automatically.
- Easily included in existing flap gluing lines to also tape for dust-sealing and/or pilfer proofing.
- The greatest space saver. Only 7 feet long.
- General's Top Flap Gluer, likewise has no equal. Includes closed-system (originated by General). Always ready. Requires no preparation, no shut-down—clean-up and no bulk handling of glue.
- Our one-man bottom flap gluer of empty cartons is "The Best Yet."
- General Case Sealers have all the designer features that engineered the unequalled "General Line" for taping or gluing "The Manufacturers Joint" in carton manufacturing plants throughout the industry.

*The Best Name in Taping and Gluing.*

**GENERAL CORRUGATED MACHINERY CO., INC.**

PALISADES PARK

NEW JERSEY



TAPER and LIFT



COUNTER-STACKER



TWO PIECE TOP and BOTTOM of DOUBLE TAPER



GLUER-TAPER



COUNTER-SHINGLER



LIFT WITH DIE CUTTER



TEAR STRIP for COMBINER



CARTON TAPE SEALER



CARTON BOTTOM FLAP GLUER

## shipping MANAGEMENT



Shipping department at Stanley Electric Co., showing the conveyor line where fixtures are boxed and palletized.

# Fewer Box Sizes Cut Shipping Costs

TELESCOPED CARTONS FOR 150 TYPES  
OF FIXTURES SAVE SPACE AND MONEY



By PHIL LANCE

BY TELESCOPING BOXES to the particular length required for the packing and shipping of fluorescent tube fixtures, the Stanley Electric Co., Philadelphia, has been able to cut down the number of different size corrugated boxes that were formerly required.

"More than 50 different lengths of corrugated boxes were used in the packing and shipping of our fluorescent tube fixtures," explains general manager Bernard Heller. "This was necessary because we manufacture over 150 varieties of fixtures. The length of the corrugated box was our prime consideration because the other dimensions of our fixtures are pretty standard. As a result, we had to keep a large inventory of boxes so that they would be on hand to fit the particular length fixture that was being manufactured. This 'bulked up' our corrugated box inventory and took up a lot of warehouse space."

Now that boxes are being telescoped to meet the particular length required to pack and ship certain light fixtures, the box inventory has been

reduced from an assortment of 50 to just several. Large box inventories are no longer necessary and it has made warehouse space available for other purposes.

### Boxes Are Stitched

Corrugated boxes are ordered in flat from suppliers in a standard 12" x 24" x 96" length. When telescoped, they give added strength particularly as they are stitched rather than taped together. For overseas shipments, fixtures in these same cartons are wrapped with an extra insulation, and wire banded when sealed.

Boxes are telescoped and stitched with a wire stitcher to the length of the fixtures running off the production line. The completed package, though bulky, is considered light because of the weight of the completed fixture. In some instances, boxes are used as is without telescoping because they meet the length of a particular fixture. The ends are stitched and the flaps sealed in place with the use of a package sealing electric tape

machine. Boxes are then moved up to the packing crew.

Packaging must keep up with production at the Stanley Electric Co. because both are handled on the same production line. This is in line with the need for maintaining capacity production at all times.

"As fast as the completed fixture is assembled, that is as fast as it has to be packaged and shipped out," explains Mr. Heller. "The demand for our products is heavy and consistent, thus requiring quick shipment. And the tie-in that we have between our production department and packaging operations necessitates efficiency to keep our operations well balanced."

### Conveyor Belt Operation

To facilitate production and also economy, the same conveyor belt upon which the fluorescent tube fixtures are assembled and tested is used for packaging. And as this belt keeps moving all the time, the packaging department must co-ordinate with it in speed and efficiency. To appreciate how the packaging operations tie in with production, here are the fundamentals:

"The entire assembly operation of our fixtures is done on a rubberized conveyor belt," explains Heller. "This belt is 36" x 120' long and is manned by employees stationed on either side. If shipments have to be speeded up, more employees are placed along the belt and the duties broken down. During normal periods, fewer employees can handle more duties. When the unit passes 100 feet of the belt, it has been completely assembled, tested and checked, ready for packaging."

Packers are located on either side of the belt for the last 20 feet and are concerned with packaging. Only one style or model fixture comes off the belt at a time. Therefore, packages are



Wire stichet is used to staple together telescoped cartons.

concerned with only one size of carton and handle packaging on a production basis.

All cartons used in packaging fixtures are corrugated, with 94% of all shipments being made throughout the U.S., five per cent for export and the balance shipped within 100 miles of the firm's location. One of the main problems that Stanley Electric has had to face was the breakage of glass side panels that are a part of certain fluorescent fixture models. To overcome this problem, a special cut corrugated filler is being used to cradle the glass in the box. This has practically eliminated all breakage.

The fixtures are nestled in the cartons and sections of corrugated are filled in to keep the fixture securely in place. Gummed tape dispensing machines are situated on small stands on either side of the production belt to seal the cartons. When packing large fixtures, two packers work in unison. On smaller units, packaging is handled individually.

All cartons are stacked on skids to a predetermined number. Jacks lift the skids and move them out to the loading platform where company-

Small boxes are set up and gummed taped (left). At right, glass side panels are wrapped in separate paper and corrugated sheet,



then packed with the fixture.





Above left, corrugated sections are placed between the fixture and walls of the corrugated box to minimize movement of fixture when



in transit. At right, employee measures off gummed tape which is applied to the carton on conveyor line.

leased trucks await loading.

Stanley Electric leases trucks pursuant to their requirements. Sometimes they need a large number and at other times fewer vehicles. Truck leasing has a lot to offer a manufacturer whose shipments vary in size and quantity from time to time.

First of all, the manufacturer can rent as many trucks as he requires for any specific period. He doesn't have to contend with garage facilities, maintenance or repairs. Then again, he doesn't have to invest any capital in this equipment. It can be used for other plant operations. Furthermore, the manufacturer knows his 'fixed cost' for operating these vehicles and can determine his exact transportation costs.

"We use our leased trucks to transport our shipments from the plant to the platform of freight companies," explains Heller. "Our shipments are so varied and numerous that we would have a long line of trucks waiting in front of our loading platform every day if they came to make the pick-up. More important is the possibility that if we had

a rush delivery to make, the truck which was to carry this shipment could be at the end of the line and would have to wait for hours before it got loaded. So to avoid confusion and have better control of our shipments, we move our merchandise to the platforms of the freight lines with leased trucks."

Stanley Electric has a contract with a Chicago rate company which checks freight rates and establishes them for the company.

### 50 Shipments Daily

Stacked cartons ready for shipment are labeled before moving out to the loading platform. A Graphotype plate maker cuts the stencils and the labels are run off on an addressing machine. If a sizeable shipment has to be prepared, the packaged fixtures are stacked on pallets and a fork lift stacks the pallets until ready for shipment.

"We average better than 50 shipments daily that vary from 100 lbs. to 25,000 lbs.," says Heller. "We also average a minimum of one foreign shipment a day. All our containers are new and about 15% of them are re-used by some of our customers for re-shipment. Every fixture goes into its own sized-to-fit carton."

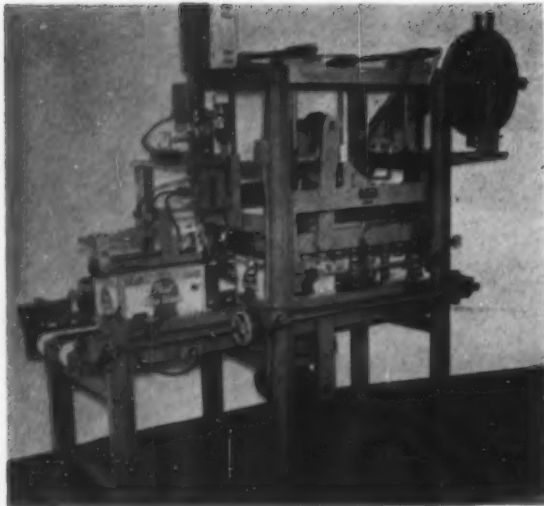
A power conveyor is used to carry cartons from a lower level into the trucks for stacking. Gravity type extension conveyors are used when loading starts so that cartons move up to the far end of the truck. As the truck is loaded, these conveyors may be removed, section by section, until only the power conveyor is needed to raise the carton to truck height.

"Since we have changed over to the telescoping of boxes we have cut down our box inventory and also the number of personnel attached to the packaging department," explains Heller. "With fewer box sizes, there is less movement of this

*(Continued on Page 49)*

Stencils are run off on the addressograph (below) for labels which are glued onto shipping cartons.





This is a seven-foot automatic tape-sealing machine.

## HOW AUTOMATIC TAPE SEALING FACILITATES HANDLING AND SHIPPING

By CLIFFORD D. KEELY  
Vice President, General Corrugated  
Machinery Company

**HANDLING AND DELIVERY** of the finished product has always been a vitally important factor in the profitable production and marketing of manufactured items. Under modern conditions the handling problem takes on even more importance. The development of automatic tape-sealing of cartons has alleviated the problem to a great extent.

Not only is this modern method of carton sealing more space saving, more economical, and faster, but there are other advantages as leading manufacturers have found:

- a) Better protection for shipped products,
- b) Dust-proof containers,
- c) Pilfer-proof, and
- d) Easier opening of package by user.

All these gains have been achieved through greatly improved sealing equipment and sealing tapes which they are designed to apply. Many leading plants, such as Armstrong Cork, Ballantine, Crown Cork & Seal, Mundet Cork, Pabst, etc., have found the answer in this method.

### Rule 41 Change Expedites Packing

Important to industry in general, in this connection is the amendment recently made to Rule 41, section 7, Supp 14, UFC 20, which now permits the use of two-strip carton sealing with reinforced tape. This has had the effect of greatly expediting packaging and cutting the costs of sealing in many plants.

Improved carton-sealing equipment is well adapted to the sealing of many products. This

particular design of machine has been serving efficiently in the manufacture of shipping cartons in flat form, for many years, in joining, what is known as, "the manufacturer's joint."

This is the last operation in making the corrugated carton, wherein the machine is required to tape or glue the two adjoining box-blank edges after folding the box blank flatwise, which becomes a corner of the carton when set up for packing. This is done accurately at very fast production speeds.

### Designed for Modern Needs

The designers of this equipment have done a vast amount of experimental work. They have been able to widen the time-proved basic features of the machinery to adapt it to the job of sealing cartons, coming along the production line, filled with cans or bottles, etc., from filling and conveying machinery. The speeds here are much less demanding and it is now simple for this machine to tape-seal the case as compared to the more exacting and demanding job of taping the manufacturer's joint.

Of course, the design and manufacture of carton-sealing equipment of this type must insure (a) sturdiness, (b) operating simplicity, and (c) do a faultless job of sealing all day, trouble-free and with dependability. That these goals have been achieved is indicated in many installations now doing a carton tape-sealing job.

The automatic carton-sealing machine offers the

*(Continued on Page 52)*

# SIPMHE Holds First N. Y. Show

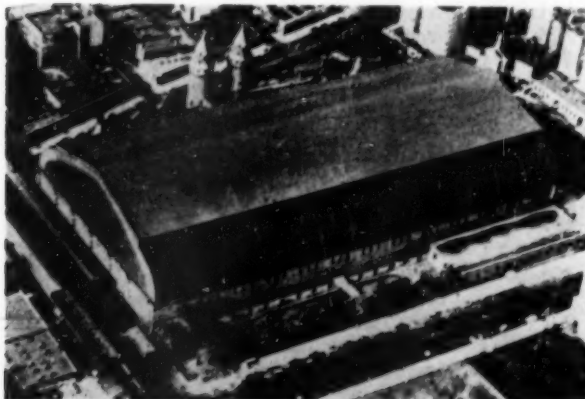
**Sept. 20, 21, 22**

**THE LATEST ADVANCES** in machinery and techniques in the packaging and materials handling fields will be unveiled in a nation-wide competition to be held by the Society of Industrial Packaging and Materials Handling Engineers in conjunction with its trade show and Short Course at New York's Kingsbridge Armory, September 20-22.

The 10th Anniversary National Meeting of SIPMHE will be the first ever to be held in New York. Extraordinary arrangements have been made to insure the success of this triple-feature meeting. The membership, composed of more than 2,000 of the nation's leading packaging and handling engineers and management people will be joined by some 1,500 registrants for the Short Course Educational Program, and an estimated 10,000 visitors from all parts of the country.

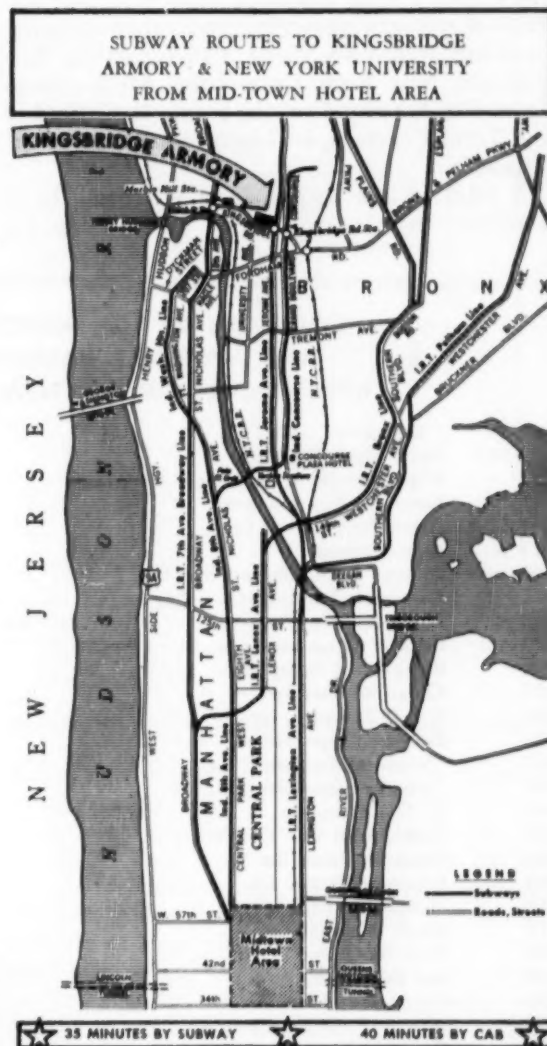
The exposition at the huge armory will center around the theme, "A Decade of Progress", and the 100 exhibitors will key their displays to show the industry's progress since World War II. A large number of booths, leased by manufacturers and distributors, will have on display hundreds of pieces of supplies, equipment and machinery used in the \$15 billion industry. A sizable portion of the armory floor has been set aside as a demonstration area for materials handling equipment such as tube and conveyor systems, fork lifts, tractors and cranes.

The total scope of the Tenth Annual Exposition  
(Pease Turn Page)



New York's Kingsbridge Armory where SIPMHE's 10th Annual Exposition will take place, September 20-22.

MEN — METHODS — MATERIALS



1. Lexington Avenue IRT Express train marked "Jerome-Woodlawn Express" to Kingsbridge Road and Armory.
2. 6th Avenue IND Express marked "D-Bronx-Concourse Express" to Kingsbridge Road, 3 short blocks west to Armory.
3. 7th Ave. IND Express train marked "East 180th Street" to 149th Street, go upstairs to upper level and take the train marked "Jerome-Woodlawn Express" to Kingsbridge Road & Armory.
4. 8th Ave. IND marked "A", "AA" or "CC" to 59th Street, and change for the train marked "D-Bronx-Concourse Express" to Kingsbridge Road, 3 blocks west to the Armory.

N.Y.U. CAMPUS AT 191ST ST. AND UNIVERSITY AVE.  
8 BLOCKS SOUTH OF KINGSBRIDGE ARMORY - ALL  
SUBWAY ROUTES TO KINGSBRIDGE ARMORY STOP AT  
190TH ST. STATION FOR SHORT COURSE TRAFFIC.

is well indicated by the fact that this year most of the major manufacturers of fork lift trucks, all of the major manufacturers of cushioning materials and those of steel strapping and banding will be present. Completing the picture are the major manufacturers of shipping containers and equipment, corrosion inhibitor papers, storage batteries, pallets, industrial tape, marking devices, fibre and metal drums and conveyor equipment. The Armed Forces will be on hand with their displays of military packaging and handling equipment and techniques along with Columbia, Rutgers and New York Universities whose educational displays round out the event. R. C. Reed of The Texas Company is General Chairman of the Exposition.

A total of 200 entries from all segments of American industry will be in the running for

national championship recognition. The primary purpose of the 10th Annual Competition is to stimulate creative thinking among packaging and handling engineers, according to C. J. Carney, Jr., SIPMHE Managing Director. Since the competitions began 10 years ago, many functional and design improvements have been brought forth through the competitions to modernize the industry and bring it to the threshold of automation. Entries will be judged on the basis of safety, ease of handling, economy, ingenuity and practical utility. Cash prizes and awards will be made at the Society's Annual Exposition Dinner at the Concourse Plaza Hotel, September 21. New York's Governor Averill Harriman has been invited to keynote the dinner.

Entries will be submitted in seven basic classifications: Corrugated or solid fibre containers;

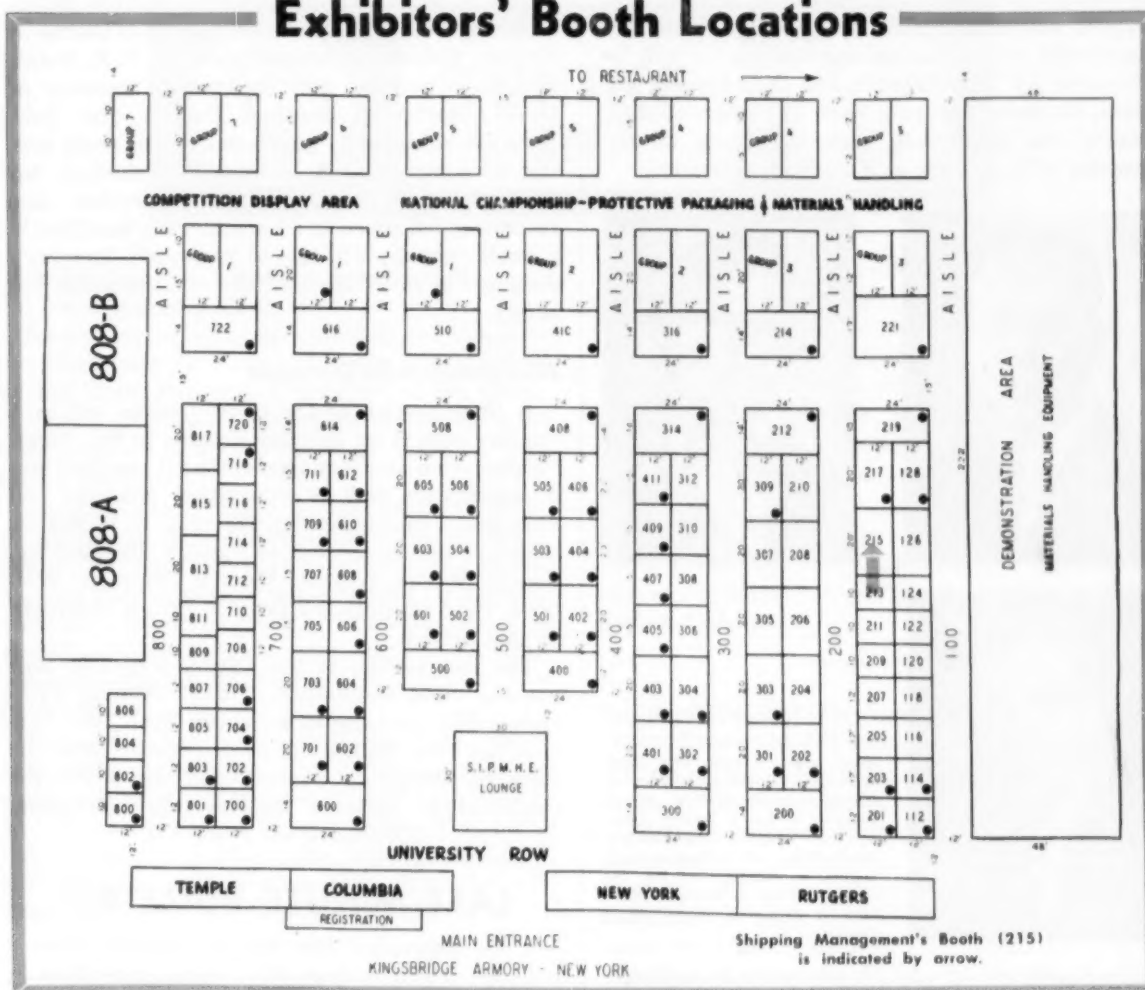
★ EXHIBITORS IN 10th NATIONAL INDUSTRIAL PACKAGING  
AND MATERIALS HANDLING ENGINEERS EXPOSITION ★  
KINGSBRIDGE ARMORY, NEW YORK, SEPTEMBER 20-22, 1955

Space	Company
212-219	Acme Steel Company
407	Algene Marking Equipment Co.
211	American Box Company
401	American Excelsior Corp.
808 A	Armed Forces
720	Armour & Co.—Curled Hair Div.
316	Automatic Transportation Co.
808 B	Baker-Raulang Co.
213	Bischoff Chemical Corp.
708	Blockson & Company
805	Cargo Packers Inc.
200	C & D Batteries, Inc.
606	Celotex Corporation
409	Cleveland Container Co.
408	Conveyor Specialty Co., Inc.
800	D. C. Cooper Co.
612	Continental Can Co., Inc.
804	Craig Machine, Inc.
604	Cromwell Paper Co.
410	Thomas A. Edison, Inc.
718	Elbee Excelsior Co.
205	Flow Magazine
312	Fox Paper Co.
403	General Box Co.
608	Jerome F. Gould Corp.
404	Gould-National Batteries, Inc.
603	Adolph Gottscho, Inc.
510	Greenwood Packaging Supply Co.
310	Hampton Manufacturing Co.
700	Ideal Stencil Machine Co.
710	Impact-O-Graph Corp.
405	Industrial Packaging
614	International Staple & Machine Co.
722	Iron Works, Inc.
221	Island Equipment Corp.
400	Jiffy Manufacturing Co.
707	Keyes Fibre Sales Corp.
314	Kimberly-Clark Corp.
116	K. W. Battery Company

Space	Company
204	M-H Standard Co.
203	M & M Packaging Corp.
504	Markem Machine Co.
300	Market Forge Co.
411	Marsh Stencil Machine Co.
714	Modern Packaging
120-22-24	Moto-Truc Co.
502	National Metal Edge Box Co.
602	National Wooden Box Association
801	National Wooden Pallet Mfrs. Assoc.
302	North American Equipment Corp.
402	Packaging Industries, Ltd., Inc.
304	Packmasters
305	Polyken Products
112	Powers Wire Products Co., Inc.
217	Preservation Packaging, Inc.
610	Herbert A. Post, Inc.
817	Pallet Sales Company
702	Queen City Tulatex Corporation
505	Rathborne, Hair & Ridgway Box Co.
214	Rentar Packaging Company, Inc.
301-303	Rheem Mfg. Co.
716	Seamless Rubber Co.
215	Shipping Management
500	Signode Steel Strapping Co.
114	Skydyne, Inc.
809	Speedy Products, Inc.
202	Standard-Knapp
406	Stanley Works
714	Sten-C-Labl, Inc.
307	Traffic World
601	United Can Co., Inc.
501-503	United States Steel Corp.
605	United Mineral & Chemical Corp.
201	Weber Addressing Machine Co.
207	Weyerhaeuser Timber Co.
506-508	Wirebound Box Mfrs. Assn.
306	Wood Conversion Co.
209	Wrap-ade Machine Co., Inc.
616	Yale & Towne Mfg. Co.



# Exhibitors' Booth Locations



nailed wood boxes and crates; wirebound boxes and crates; cleated panel boxes; general packaging; export packages; and materials handling. Wilmer J. Balster, Don L. Quinn Co., Chicago, is chairman of the competition.

The 1955 "Short Course" will be held in co-operation with New York University's School of Engineering at its campus, 181st St. and University Ave., Bronx. It will begin September 19, a day earlier than the trade show and the competition, and will last through September 21. Plans for the 18 daily sessions have been developed during the last six months by a committee headed by Dean Wilbur McKee of the University and Allyn C. Beardsell of Container Laboratories, Inc.

The most important innovation of this year's course will be an Engineering Principles Review which will refresh the engineers on principles of mathematics, physics, chemistry and industrial engineering insofar as they are related to packaging and materials handling. John D. Farrington

of Jiffy Manufacturing Company is chairman of this section.

Lecturers, all from NYU, will be: Professor Sidney G. Roth, head of the University Division of Special Research; Dr. Yale K. Root, Associate Professor of Physics at the College of Engineering; Dr. Henry J. Masson, Professor of Chemical Engineering and Assistant Dean of the College of Engineering; and Dr. David P. Porter, Professor of Industrial Engineering at the College.

## Mathematics Related to Shipping

The session on mathematics is set for Monday, September 19, and will relate algebra, geometry, trigonometry and logarithms to problems of cargo, stowage, freight and transportation. It will also reveal what Mr. Roth is calling "mathematical tricks-of-the-trade."

On Tuesday, Dr. Root will review scientific principles governing displacement, acceleration, stress & strain, expansion, friction, vibration,

insulation. On Wednesday, corrosion, acidity, electrolytic action and alkalinity — all within the framework of packaging engineering — will be discussed by Dr. Masson; and Mr. Porter will speak on space analysis, time & motion studies, quality and production controls. These all-day sessions will convene at 9:30 each morning.



These are the men who head committees for the three parts of SIPMHE Annual Meeting. Above (left) is Wilmer J. Balster, chairman of National Championship Competition; E. Chester Reed (right) is Chairman of the Exposition. Allyn C. Beardsell (below) is Chairman of the Short Course.

On September 19 and 20, concurrently with the Review Course, there will be one Course on special problems and techniques of industrial packaging and another on applied principles of materials handling. These are also full-day sessions, commencing at 9:30 A.M.

Up-to-date application of packaging principles will be discussed by James S. Hardigg of the Hardigg Engineering Company, Earl B. Candell of General Electric Company, Alfred W. Hoffman of Robert Gair Company and J. J. Kipnees of Container Laboratories, Inc. Raymond A. Norris of the U. S. Department of Defense will report on latest trends in military packaging.

Subjects covered on Monday, will include materials, standardization, field proving and general evaluation. Tuesday's session will deal with cushioning & shock problems, specifications, and quality controls. Chairman of the section of the Short Course is Frank W. Green, industrial consultant of Springfield, Mass.

The session on applied principles of materials headed by John Mount of the Insurance Company of North America, will hear on Monday John

Bayuk of the Lycoming Division of Avco Manufacturing Company, Professor George O'Diorne of Rutgers University, Lester Graves of U. S. Metals Refining Company and Richard J. Sweeney of Drake, Startzman, Sheahan, Barclay, Inc. Subjects are equipment, warehousing and radio control of equipment. A summary of methods for analyzing a materials handling problem and recommended procedure for materials handling in a small company will also be presented. Tuesday's session will cover mechanization, automation and safety.

#### Automation to be Discussed

A third section of the Short Course will be a one-day session on Tuesday devoted to the theme, "Automation and Management". All ramifications of automation will be thoroughly analyzed and discussed. The moderator will be J. E. Wiltrakis, assistant superintendent of Factory Engineering, Kearny Works, Western Electric Company. Walter J. Byrd of Standard Brands, Inc., is chairman of this session.

The last section of the Course will also take one day — on Wednesday. Titled, "Applied Principles; The Package as a Selling Tool", this session has been worked out in cooperation with the Package Designers Council, and will show the relationships between engineering, marketing, (Continued on Page 50)

## LAST MINUTE BULLETINS

The registration fees for the SIPMHE Short Course are as follows: Full course registration allowing attendance at any number of classes, \$30 for SIPMHE members, and \$40 for non-members; daily registration, \$12.50 for members and \$15 for non-members for one morning and one afternoon session of the date stamped on registration ticket; half-day registration, \$7 for members and \$8 for non-members. The SIPMHE membership fee is \$20 per year.

★ ★ ★

The Eastern Division of SIPMHE will sponsor the Annual Pre-Show Host Party probably at the Concourse Plaza Hotel, 161st St. and Grand Concourse, Bronx, at 8 p. m., September 19. Wives and family members are also invited.

★ ★ ★

The SIPMHE events will be in full force when Rocky Marciano defends his heavyweight boxing title at Yankee Stadium on September 20. Those staying at the Concourse Plaza Hotel will have a three-block walk to the Stadium, provided, of course, that they can obtain the necessary ducats.



## TUNING IN



### **Chemists Approve Standard Specifications For Steel Shipping Containers**

Recommended universal standard specifications for steel shipping containers have been adopted by the Metal Packages Committee of the Manufacturing Chemists' Association, according to an announcement made by the Steel Shipping Container Institute.

Developed as a result of close cooperation between the MCA Metal Packages Committee and SSCI's Technical Advisory Committee, the recommended standards were established to reduce wide variations in container design specifications. This should help to improve handling and shipping while speeding-up manufacturers' orders for new containers.

Livingston Keplinger, SSCI president, stated that, "The importance of working toward uniformity in steel container specifications for chemical shipments cannot be over-emphasized; particularly when considering the fact that last year, this industry used roughly 35% of all the new drums and 17% of the pails produced."

### **Canadian Association Plans 3 Seminars On Packaging**

Several important seminars will be held by the Packaging Association of Canada in coming months.

The Association's Bulk Packaging Institute will hold a workshop seminar on regulations of the Board of Transport pertaining to the handling of hazardous commodities packed in bulk. This seminar will take place September 26. A month later — on October 27 — the Technical Institute will convene a workshop seminar on "Closures—Rigid and Semi-Rigid Containers, Glass and Plastics." The Technical Institute is also planning a seminar on "Metal Containers" for November 29. All three events will take place at the Royal York Hotel, Toronto.

### **N.Y.U. Offers New Course In Package Engineering**

A new evening course in package engineering will be offered during the fall 1955 term by New York University's Division of General Education, Dean Paul A. McGhee has announced.

"Package Engineering: Protective Design Techniques and Cost Reduction Studies," is designed for persons concerned with practical packaging, packing, and allied interests. Two class sessions will be held at a nearby container evaluation laboratory, and one session will be devoted to discussion of military packing techniques.

Co-instructors are Allyn C. Beardsell, vice president of Container Laboratories, Inc., and Alfred W. Hoffman, quality control manager, Container Division, Robert Gair Company, Inc. Registration for the course will be conducted from September 12 to 30.

### **National Wooden Box Association Charts Expanded Activities**

Plans for expansion of the activities of the National Wooden Box Association, particularly in the defense and promotion of markets, were made at the annual mid-summer meeting, July 13 and 14 at Murray Bay, Quebec. Member manufacturers from all nine divisions comprising the national association, were in attendance.

President L. J. Chaffee suggested three objectives for the industry: Increase the sale of sawn wooden containers; promote the sale and manufacture of new products which can be made by box and shoo manufacturers; and reduction of costs by development of new machines, new methods and new specifications. Plans were also adopted to hold the 1956 annual meeting February 6-7 at Houston, Texas.

### **Canadian Packaging Exposition To Introduce M-H Displays**

Every aspect of Canada's \$750 million-a-year packaging field will be covered by the 4th Canadian National Packaging Exposition, November 8-10 at the Automotive Building in the Canadian National Exhibition grounds, Toronto, it was reported by T. M. Dutton, general chairman.

Dutton promised that "this year there will be a greater variety of exhibits than ever before." Displays on material handling will be included for

*(Continued on Page 47)*



A section of warehouse at General Chemical's Baker & Adamson Works, showing new layout. After merchandise is removed from front bay, straddle truck can enter it to reach goods stored on pallet in the row behind.

Photos & Data Courtesy of Artec Corporation, Flourtown, Pa.

## Converting of Aisles to Racks Gains 40% More Storage Space, Aids M-H

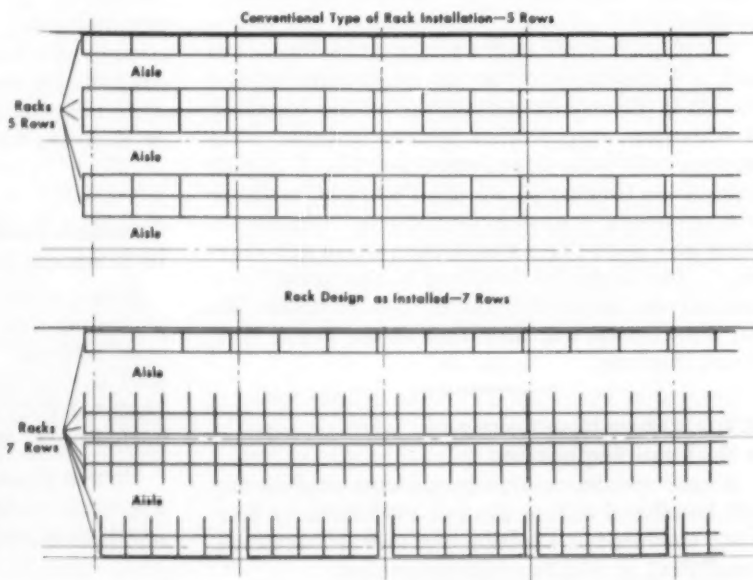
A BRAND NEW RACK DESIGN that is both ingenious and novel—and first to be installed anywhere—has increased warehouse storage capacity by nearly 40% at the Baker & Adamson Works of General Chemical Division, Allied Chemical & Dye Corporation, in Marcus Hook, Pa.

With the costs of warehouse construction being what they are these days, this is news of interest to anyone faced with the problem of storing packaged materials. The more-than-ordinary value of this new development becomes quickly apparent when it is noted that the plant is General

Chemical's production center for its line of Baker & Adamson laboratory reagents and chemicals, embracing over 1,000 dry and liquid chemicals.

The space-saving is made possible by reducing the number of aisles normally necessary for accessibility to stored merchandise and by using the space for additional storage. In a conventional rack installation, each pallet supporting the merchandise faces directly on an aisle so that the lift truck can reach it. The pallet, in turn, is supported by a horizontal steel bar called a stringer. This

*(Continued on Page 47)*



This sketch shows how storage capacity was increased. Conventional rack layout (top) permits a maximum of two rows of stacks to be placed together or back to back. New design (bottom) allows four rows together without an intervening aisle. Straddle truck access to inside rows is through bays in outside rows. The space saved makes possible two extra rows of racks.



## LISTEN, MR. T. M.

**THIS WRITER HAS BEEN** very fortunate in not only being a part of, but also watching the growth and development of many other so-called traffic departments which started with a one-man shipping operation and have developed into extensive and still-growing traffic departments as we know them in large concerns.

Watching the growth of a traffic department is far more constructive and enlightening than stepping into a department which has been in existence for many years. One reason for this is that an embryonic traffic department bases its needs strictly on demand and usually the decision to expand or to add a division comes after the need has been prevalent for a long period of time.

### The Claim Division

Simply making the decision as to whether to add another division such as a separate rate or claim division requires considerable thought, and it is this thought that makes a person aware of the importance or non-importance of such a position. By so doing, it also enables a person to evaluate the comparative importance of this particular operation. For example, it often helps a person to realize that before it has an established rate clerk, a traffic department in all probability has established a claim division. By this process one can compile a step-by-step table of the importance of functions in a traffic department. Similarly once they have been

established one can observe and see the trend of emphasis on the importance of the respective jobs.

Although we have taken the long way around we are leading up to the importance of establishing in any concern, which does a fairly large volume of truck business, a truck routing division. Included with this could also be the rate division, but for this discussion we will confine our remarks to the routing of materials.

### Evaluating Traffic Department Functions:

- Establishing New Divisions
- Investigating Carriers
- Checking Delivery Time

Too often, concerns which start on a small scale get into the habit of giving their material to "favorite son" trucking concerns which handle broad areas. As time goes on, the concern expands, and more points of delivery are added, the traffic department continues to give the material to the same trucker forgetting one important fact, that this trucker undoubtedly does not cover all of the points and therefore must transfer his freight to another carrier.

Let us say, for example, that a shipper had been in the habit of giving his daily quantity of material destined for the state of Michigan to carrier Jones. It

may well be that carrier Jones handles the major cities of Michigan very well and therefore there is no need for any investigation. As time goes on, however, the concern starts shipping to off-lying points in Michigan and the traffic department, being unaware of the importance of delivery time, continues to give their freight to carrier Jones, who continues to transfer to off-lying carriers. Eventually as the business grows this could well lead to customer dissatisfaction insofar as delivery time is concerned.

### Investigate Carriers

The first reaction to the hue and cry of long deliveries from the traffic department is that "we have always used carrier Jones and we know his delivery is as good as any other carrier."

Actually, this is not true. At this point a thorough investigation of all carriers serving the state, in this instance Michigan, should be conducted. It goes without saying that an investigation will reveal that carrier Jones is, in all probability, not the one which should be used to certain points. It might follow that carrier Jones will make deliveries in real fast time to Detroit, Lansing, Pontiac and cities within a 25 mile radius of these main terminal points. However, carrier Smith probably will handle Grand Rapids, and Flint, Michigan, much more expeditiously than carrier Jones, and therefore, carrier Smith should be used for these particular

*(Continued on Page 41)*

# NEWS— PROMOTIONS

of companies and associations

**JOHN H. FEAVER PAPER COMPANY** will move its office and manufacturing plant in the near future from BalaCynwyd, Pa., to Wyndmoor, Philadelphia, it was announced by president John H. Feaver.

When improvements are completed, the company will be in a spacious one-story building with modern facilities.

**JEROME F. GOULD CORPORATION** has opened a Great Lakes export packing plant in Detroit. The new 50,000 square-foot plant is expected to pack for export an average of 100,000 tons of cargo annually from midwestern manufacturers.

**GILMAN PAPER COMPANY** effected a realignment of sales and executive personnel, according to a statement from Harry C. Lawless, vice president and director of sales.

Larry K. Norton was named assistant vice president and sales manager of Gilman's Standard Products Division. Homer Lake was appointed assistant vice president and sales manager in charge of bleached and unbleached pulp and specialty papers. F. L. Munger assumed the duties of vice president and sales manager of Kraft Bag Corporation, Gilman's bag manufacturing subsidiary.

**THE MASON AND DIXON LINES** has installed two-way ultra-high frequency radio in its fleet of pickup and delivery equipment operating out of its Nashville terminal. This improvement has resulted in faster service for rush shipments. J. M. Shackelford, manager of research and development for the concern, said radio installations would be made at other Mason & Dixon terminals.

**SHIPPERS' CAR LINE CORPORATION**, a subsidiary of ACF Industries, has announced the appointment of Harry J. Leddy to the presidency. Formerly executive vice president, Leddy succeeds Samuel M. Felton. Simultaneously, Thomas J. Rowe was named vice president.

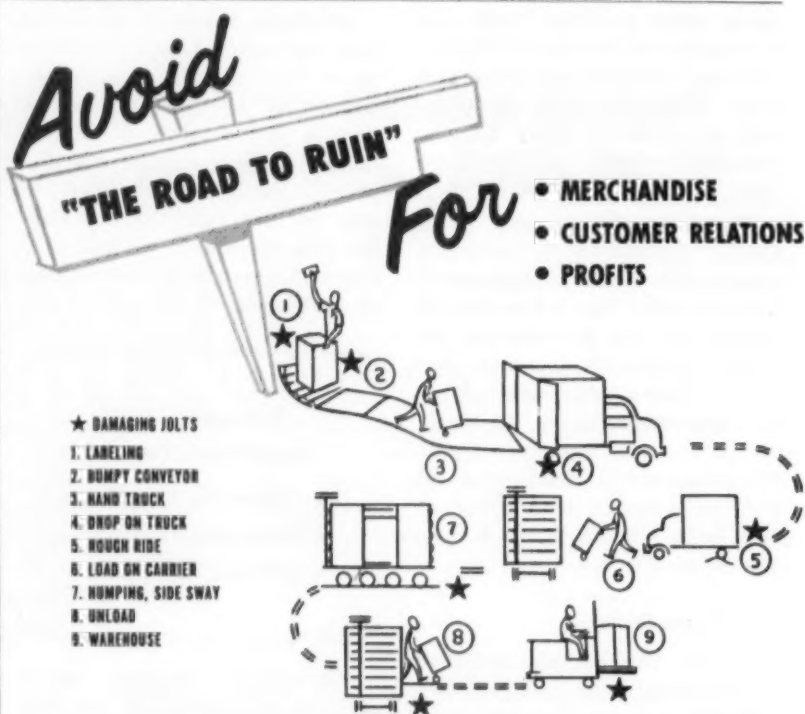
**HI-TENDER COMPANY** disclosed appointment of William C. Polk as general sales manager. His most recent post was the sales managership of the Clark Equipment Company's

railroad division.

**YALE & TOWNE MANUFACTURING COMPANY** has named John R. Henderson sales manager of the company's new branch in Detroit. He formerly served as West Coast sales representative. D. K. Wirth, former president of Michigan Materials Handling Corp., was named Detroit branch manager.

**NATIONAL WOODEN PALLET MANUFACTURERS ASSOCIATION** heard reports at its 9th Annual Meeting in Washington that for the first six months of 1955, the industry operated at production levels considerably above that for the same period of 1954. Plans were approved for two Pallet Conferences on the West Coast in September and October.

**THE CONTAINER AND LOADING Research and Development Laboratory** of the Freight Loss and Damage Prevention Section, Association (Continued on Page 38)



TRACE THE CAUSE OF SHIPPING DAMAGE WITH

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3-WAY IMPACT RECORDERS

6 MODELS—ONE FOR EVERY SHIPPING NEED...



**MODEL YC**—  
"Yard Recorder"  
for registering  
longitudinal impact  
of freight car  
handling.



**MODEL H**—3-directional  
recorder for shipping  
with merchandise and  
drop testing. 28  
day continuous  
operation.



**MODEL R**—3-directional  
recorder for freight cars.  
Records side sway,  
rough track, etc.  
28 day operation.



**MODEL SS**—single  
directional recorder  
primarily for vibration  
checks and  
comparative riding  
quality analysis.



**MODEL HXS**—  
small 3-directional  
recorder tape advances  
with each impact. Ideal  
for package testing  
and for shipping  
with small merchandise.



**MODEL HX**—  
small 3-directional  
"ONE-Time" recorder  
(tape does not advance). Ideal  
for product and  
package testing.

## THE IMPACT-O-GRAPH CORPORATION

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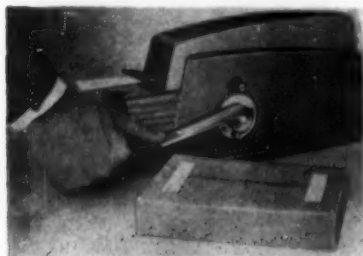
# NEW

# PRODUCTS IDEAS SERVICES

## FOR SEPTEMBER, 1955

### Package Sealer

A handsome dispenser for narrow gummed kraft tape has been announced by Derby Sealers, Incorporated.



This new machine can accommodate 500-ft. rolls of water soluble gummed tape from  $\frac{1}{2}$ " to  $1\frac{1}{2}$ " wide. It will deliver  $2\frac{1}{2}$ " to 8" pre-set lengths with a single stroke of the lever or longer lengths on repeated strokes.

The manufacturer reported that in one 30-day test period, more than 1,300,000 strips of tape were dispensed from the machine—with no mechanical breakdown. It is claimed that the tape cannot possibly buckle or catch against the knife because the open and closed knife position is positively controlled by the cam action of the lever. No springs are used to raise the knife before tape delivery.

Check #46 on card facing Page 16.

### Plasticized Papers

Crown Zellerbach Corporation is now producing polyethylene coated papers for various uses in packaging, it was announced recently by vice president G. J. Ticoulat.

Polyethylene coated papers are essentially a film of polyethylene bonded to one or both sides of a sheet of paper, any tape from tissue to heavy board. The film can also be sandwich-laminated between two sheets. According to Ticoulat "Polyethylene paper is impervious to water, remains tough and flexible even at very low temperatures and provides a vapor barrier under all conditions of use."

Among the advantages offered in packaging by this new blend of pulp and plastic, Ticoulat listed its elimina-

tion of water evaporation in shipment of plants, protection of tools and metal parts against rust and immunity to grease, it is lightness and extra insulating thickness and its ability to seal well under heat. He added that it is a good backing for pressure-sensitive tapes and can be used in corrugated and fibreboard boxes where release coating, moisture barriers or chemical resistance are needed.

Check #47 on card facing Page 10.

### Stencil Cutting Machine

The Ideal Quarter, a new stencil cutting machine with  $\frac{1}{4}$ " characters, has been developed by the Ideal Stencil Machine Company.



This unit will replace labels, tags, and stamping methods when marking, addressing and coding of small containers is required. The automatic carriage assures absolute parallel lines, positive character and word spacing, the company says. It is possible to cut more than 200 characters in 4" by 6" area. There are 43 letters per running foot and 10 lines per 4" depth.

It is available with special hardened punches and dies for cutting soft metals. The Quarter is 19" x 19" x 12" high, and weighs 70 pounds.

Check #48 on card facing Page 10.

### Cushioning in Blue

A new cushioning sheet announced by Nichols Paper Products Company, is blue in color. Known as Sof-Rap, the material serves a wide variety of industrial packaging needs. It can be supplied in rolls, sheets, and in sewed tubes or pouches.

Check #49 on card facing Page 10.

### Avoids Tape Waste

A new, easy-starting Snap-Open Tab has been developed for Hudson Pulp & Paper Corp.'s complete line of sealing tapes, it was announced by A. W. Aron, Vice President, Industrial Products Division.



The Snap-Open Tab holds the roll securely closed, yet ready to be snapped open with a simple pull. Use of the tab opener makes starting a new roll faster and easier. Tape waste in opening is reduced to less than three inches.

Loading of tape dispensers is also speeded up, because the tab opens the roll cleanly without jagged edges.

Check #50 on card facing Page 10.

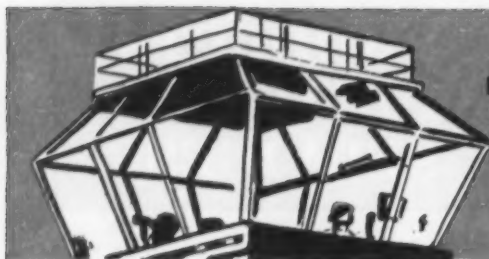
### Tacker And Staple Remover

A tacker for driving staples combined with a staple remover, in one unit, is announced by the A. L. Hansen Mfg. Co.



The staple remover is integral with the front jaw of the tacker. Located above the staple-driving outlet, the staple remover does not interfere with action of the tacker, but adds to

(Continued on Page 35)



## TRAFFIC TOWER

### AROUND THE TRAFFIC WORLD:

**SOUTHERN TRANSFER COMPANY**, Memphis, a river-rail terminal subsidiary of Union Barge Line Corporation, has announced the election by directors of Alfred S. Osbourne as president and B. O. Lutman as a director.



LUTWIN



OSBOURNE

Osbourne, board chairman of Union Barge Line, succeeds as president of the subsidiary company, Alex W. Dann, who retired. Osbourne has been associated with both concerns since 1930. Lutman is a vice president of Southern Transfer and in charge of operations at Memphis.

**NATIONAL CAN CORPORATION** appointed Bert M. Fischer to the position of General T. M., it was announced by executive vice president Andrew M. Toft. Formerly eastern division TM of Kaiser Aluminum and Chemical Corporation, Mr. Fischer succeeds the late Stanley F. Cegelski who was killed in an automobile accident last May 14. J. W. Hepburn, who served as acting General TM during the interim, will now be Assistant General TM.

**THE PORT OF NEW YORK AUTHORITY** is distributing a new Port of New York Steamship Services Directory as a public service to 10,000 importers, exporters, freight forwarders and other business organizations and government agencies in the United States engaged in foreign trade.

The directory lists the names and addresses of 197 steamship lines and agents serving the New York-New Jersey Port; identifies and locates all steamship piers and berths in the Port of New York and lists their occupants.

It also lists 83 foreign, 11 intercoastal and 3 coastwise steamship services available via the Port of New York and the 295 world ports served from the Port of New York.

Copies of the new directory may be obtained without charge from the Trade Promotion Manager, The Port of New York Authority, 111 Eighth Avenue, New York 11, N. Y.

**CITY COLLEGE OF NEW YORK** announced that courses in international trade will be given at its Baruch School of Business during the Fall term beginning September 19. The courses include import marketing, ocean marine insurance, ocean shipping, freight forwarding and ocean terminal operations.

### AFTER TEEING OFF



**SOUTHERN MINNESOTA TRAFFIC ASSOCIATION** attracted 97 members to its outing August 2 at the New Ulm Country Club. Above, R. Gebbard looks on as K. L. Swenson, Association vice president (center), presents K. Bakken of Valley Natural Gas Co. the top award for winning the golf meet. After the tournament, a tour was conducted of Deer Park and the Schell Brewery. A banquet followed.

**PACIFIC INTERMOUNTAIN EXPRESS COMPANY** appointed Gordon G. Bullock as perishables superintendent, it was announced by Carl Taufer, director of freight operations. Bullock will develop handling and loading procedures on products that require refrigeration.

**PAUL C. GUSTAFSON**, traffic manager of the Miehle Printing Press & Manufacturing Company, was honored recently by associates upon completion of 35 years' service with the company. Mr. Gustafson joined

Miehle in 1920 after experience with a number of transportation and industrial companies.



PAUL C. GUSTAFSON

**WOMEN'S TRAFFIC CLUB OF NEW YORK** elected Miss Teresa M. DeCesare, Chicago Express, Inc., as its president for the coming year. Other new officers are: Dorothy M. Shea, American Tobacco Co., first vice president; Julia Bricka, Red Star Express Lines of Auburn, Inc., second vice president; Helen M. Horton, Lehigh & Hudson River Railway Co., recording secretary; Mabel A. Griffin, Chesapeake & Ohio Railway Co., corresponding secretary; and Marie D'Amato, D'Amato Freight Forwarding Co., treasurer. Marie E. Powell, National Moving & Warehouse Corp., and Evelyn A. Tiepner, L. Sonneborn & Sons, Inc., were elected for two-year terms on the board of directors. Mrs. Josephine McIntyre, Eastern Motor Express, Inc., was elected a director for one year.

The Club's 24th annual dinner on June 14 was addressed by William L. Faile, general traffic manager, Burlington Industries, Inc.

**AMERICAN TRUCKING ASSOCIATIONS'** Research Department reported that trucks carried 12.2 per cent more intercity freight during the first quarter of 1955 than during the comparable period a year ago. The ATA study was based on analysis of reports of 1,712 Class I common and contract motor carriers which carried 60,435,069 tons of freight between



cities in January, February and March this year, compared to 53,874,312 tons a year ago. Quarterly gains ranged from five per cent in the Rocky Mountain region to 16.2 per cent in the central region.

**LOS ANGELES BOARD OF HARBOR COMMISSIONERS** re-elected Lloyd A. Menveg and Vice Admiral Howard F. Kingman as president and vice president, respectively.

Meanwhile, **John F. Parkinson**, Traffic Manager for the Los Angeles Harbor Department, revealed that foreign shipping commerce through the port of Los Angeles is topping not only all other Pacific coast ports but also the national average of some 53 major U. S. harbors. During 1954, he said, Los Angeles export and import tonnage gained 268,337 tons or 15.8 per cent ahead of the 1953 total of 1,428,907 tons. The national level of export and import tonnage remained the same as in 1953.

**SUMMER SOCIAL ACTIVITIES:** Toledo Transportation Club held its annual Ladies' Day Golf outing July 13 at Heatherdowns Country Club . . . Traffic Club of New York's annual fishing party took place July 26 on Long Island Sound. **John J. Connell** was chairman . . . Los Angeles Transportation Club held its 6th annual "Steamship Day" golf outings on July 29. A shishkebab dinner followed. The Club is now planning its annual tour to Mexico starting October 14. . . .

**AIR EXPRESS INTERNATIONAL**, air freight forwarders; has just concluded an agreement with United Air Lines, Capital Airlines and Mohawk Airlines which permits shippers in 71 cities to send products abroad by air as easily as domestic shipments. AEI will handle consular documentation and clearance through customs. Lower rates will prevail on a through-basis from origin to destination. Local offices will issue one airwaybill which ces will issue one airwaybill which can be banked by shippers immediately.

Appointment of **John Gilliam** Equipment Company as its franchise representative for the entire state of Texas has been announced by the Automatic Transportation Company, Chicago.

According to **George A. Hinckley**, general sales manager for Automatic, the new arrangement, put **Harrison Durrett** in charge of Gilliam sales and service in Houston. **John Gilliam** in Dallas, and **J. Hugh Johnson** at Fort Worth.

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## SUPERIOR CUSHIONING

### *\* PADS & BLANKETS*

### *and save money, too!*

**PROTEX** pads and blankets give you the maximum interior cushioning protection obtainable and fit virtually any product or assortment you can name! The cost is substantially lower than most other forms of interior cushioning and take only a fraction of the time to pack. Avail yourself of this important money-saving clean method of packing. The protection your products get is superb...resists all forms of shock and protects the finish of the product as well. Ease of packing, availability of ample supplies of packing material on hours notice are important too...you don't have to order far in advance of production or store supplies all out of proportion to their rate of consumption.

**Consult us**—Present your packing problems to us for complete package engineering design and service by experts. We will show you how to improve package performance and save money too!

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### NATIONWIDE SALES & DISTRIBUTION



To check on bad loading practices and to educate workers on proper methods, photos are taken of all incoming loads.

## Carrier Reduces Damage Claims Through Intensive Education Program

By B. R. MANNING  
Freight Claim Agent, Baltimore Transfer Co.  
Motor Freight Express, Inc. System

An 11-point program of education, inspection and protection has proven that a company can greatly reduce its loss in damage claims by intelligent, careful planning.

The program which we had evolved has reduced loss and damage to one-third of the national motor carrier average. Furthermore, it is a program that any shipper using his own or a leased fleet of trucks, as well as any carrier, can inexpensively put into effect.

The most important features of the claim prevention program contributing to the low loss experience are the following:

- 1) Camera studies of faulty loading, stowing, and marking techniques;
- 2) New education and training programs;

- 3) Daily telephone conferences on a direct-wire hook-up of all 14 terminals in the System of all Over, Short, & Damage clerks; and
- 4) Detailed monthly progress reports.

### All-Out Service Betterment Move

The newly increased emphasis on claim prevention is part of the System's broad program of stepping up the efficiency and scope of service in the area it serves directly (New York, New Jersey, Pennsylvania, Delaware, Maryland, Virginia, and Washington, D. C.) and through direct-line connections with the New England States and

(Continued on Page 40)



**COMPARE-**  
**WHATEVER THE JOB...**  
**LARGE OR SMALL...**

**REDCORE**  
**GUMMED TAPE**  
**DOES IT BETTER**

**Rexford**

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## "Miss Seal-O-Matic"



Miss Judy O'Day of New York City has been chosen "Miss Seal-o-Matic '55" by the Lipton Mfg. Co., Inc., manufacturers of Seal-O-Matic tape dispensers and moisteners. The lovely lassie will headline the firm's showing at the National Paper Trade Show at the Conrad Hilton Hotel in Chicago on September 19, 20, and 21. Lipton's new Seal-O-Matic '55 dispenser for reinforced as well as regular gummed tape will be unveiled at the show. Miss O'Day, in this photo, complies with the new Rule 41 as she appears in the latest shipping and packaging attire—36 inch strips of 3 inch reinforced gummed tape.

## New Products

(Continued from Page 31)

its utility.

Beveled on top, graduated to a thin edge and flat on the bottom, the staple remover slides readily under staples for quick removal.

Check #51 on card facing Page 10.

## Shipping Catalog

A catalog of shipping department supplies and equipment has been issued by The W. H. Alexander Co. the 23-page illustrated pamphlet covers fountains stencil brushes, fountain markers, stencil inks, stencil machines, number stamps, pads, gummed tapes, label gummers, tape moisteners, tape dispensers, strapping systems, stapling pliers, carton openers, scales, hand trucks and tackers.

Check #52 on card facing Page 10.

## Guide to Cushioning

Much of the guesswork has been removed from industrial packaging, thanks to a mathematical tool made available by The Celotex Corporation. Called a Cushioning Nomogram, it tells a shipper the exact thickness of Celotex cushioning material that is

**NOW!**  
greater **\$**avings  
than ever  
before!

# Glue-Fast



**NOW APPLIES UNGUMMED LABELS — and the NEW NCR (no carbon required) LABELS**

★ **Faster!** ★ **More Efficiently!**  
★ **More Economically!**

**REDUCES SHIPPING DEPARTMENT COSTS 30% OR MORE!**

GLUE-FAST, the modern labeling machine, applies exactly the right amount of glue to an ungummed label—easily and efficiently! There's no glue waste — no muss — no fuss — and GLUE-FAST minimizes errors too!

## 10 DAY FREE TRIAL

See for yourself why more and more companies are turning to Glue-Fast! Send request on business letterhead—there's no obligation!

Some of the Companies Who Now rely on **GLUE-FAST** —

General Electric Corp.  
McKesson & Robbins, Inc.  
Champion Spark Plug Corp.  
American Cyanamid Co.  
Cannon Mills  
Daystrom Furniture  
Henry Rosenfeld, Inc.

**GLUE-FAST EQUIPMENT COMPANY, Inc.**

9-11 White Street  
New York 13, N.Y.

Manufacturers of  
label glues and liquid glues  
for every purpose.

required for a specific shipment.

Essentially, the Nomogram is a large sheet of paper with columns of figures. By using the data, a person can determine the necessary thickness of the Celotex material for an individual packaging job. All he needs to know at the start is the fragility of the merchandise, its weight, bearing area, and the height of drop expected in normal handling. Projection of straight lines across the graduated columns of figures on the Nomogram gives the answer. Instructions accompany the Nomogram.

Check #69 on card facing Page 10.

## Sealing Tape Catalog

Rexford Paper Company presents a new catalog for jobbers, containing live samples and complete sales information on the Rexford line: Redcore Safe-T-Seal and Gummed Tape; Rex Stripping Tapes; Redcore Hollands and Cambrias; Redcore Glas-Sert Reinforced Tapes; Redcore Box Tapes, stay tapes, veneer tapes and Redcore Water-Tite Paper.

"The Rexford Line" is a colorful catalog measuring 8½" x 11", so it is large enough to be used effectively in sales demonstrations and still it fits compactly and conveniently in the

# THE SnakeTape IDEA...



\*For rail shipments  
under Rule 41 U.F.C.

use 2 strips only!

**CUTS LABOR 2/3** because you seal only the two center seams!

**IT'S STRONGER** because reinforced Snake Tape has strap-like strength. Strength you'll find in no other gummed tape because it's reinforced with rayon yarns . . . the same rayon yarns used in the best auto tires for superior shock absorbence.

**PROVE TO YOURSELF**, and at our expense, how much you can save in sealing time and in damage claims. Send for FREE sample of Angier Snake Tape now.

Free - 15 yd. sample



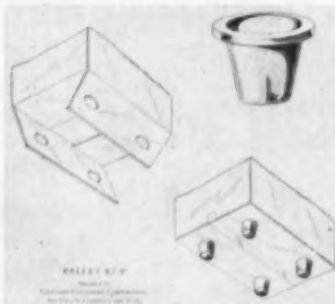
ANGIER CORPORATION  
Framingham 9, Mass.

jobber's brief case.

Check #54 on card facing Page 10.

## Metal Pallet Cups

Gaylord Container Corporation has introduced metal-pallet "kups" which are suitable for service where reuse is a factor.



These sturdy metal feet deliver maximum stacking strength and are designed to nest without binding for convenient storage, according to the company. They are inserted into die-cut holes on the bottom flap of a container and are held in place by a flange. They can also be incorporated into a separate "paper" skid. In this case, the board is overlapped to permit insertion of the "kups" and is then stitched up.

Check #68 on card facing Page 10.

## Making Tape Stick

Nycco Products Co. has developed a chemical additive, known as Beta-Stik, which compels any type of water—regardless of mineral content or temperatures—to soften gummed tape surfaces to the proper degree so that they stay sealed after drying.

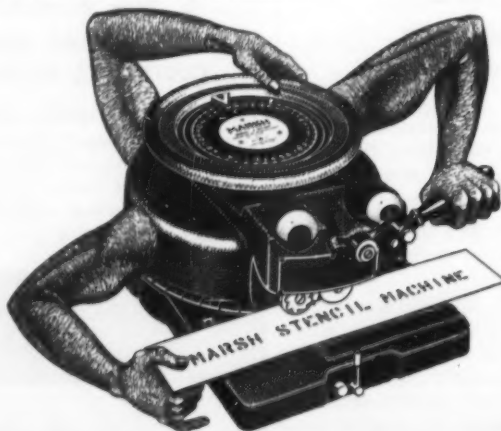
The manufacturer claims that with the use of this chemical in hundreds of tests including one with ice-water, the tapes could not be separated or peeled from the packages once they dried. It is also stated that the additive prevents gum particles from adhering to the moistening brushes. Beta-Stik is stated to be non-flammable and non-corrosive. It is packed in 16 ounce bottles.

Check #55 on card facing Page 10.

## Packaging Adhesives Folder

Paisley Products, Inc. offers a free four-page illustrated folder describing six classifications of adhesives for the packaging field. Subjects include carton sealing glues, case seal glues, bottle label glues, round container labeling glues, resin emulsion adhesives and wrapping bundling adhesives.

This folder also describes technical service bulletins which cover these subjects in even greater detail, all of



## MARSHIAN FOUND DIRECTING SHIPMENTS AT FRUEHAUF TRAILER CO.

Dependable MARSH Stencil Machines address Fruehauf shipments fast. Permanent, legible stencil addressing, will speed your product handling too! Eliminates

lost shipments. Pays for itself with labor saving. Prove to yourself that MARSH Stencil Marking is superior to your present methods.

70

### FREE:

Stencil cut with YOUR NAME & ADDRESS; and "The Marshian Story." Clip this ad to business letterhead, with your name. MAIL TODAY!

**MARSH STENCILS**  
DELIVER THE GOODS

MARSH STENCIL MACHINE CO. • 75 MARSH BLDG. • BELLEVILLE, ILL., U. S. A.



which are free for the asking.

Check #56 on card facing Page 10.

#### Adjustable Loading Ramp

An hydraulically operated 20,000 lb. capacity, adjustable loading dock, designated as Model No. 4 A.F., is now being manufactured by Rowe Methods, Inc.



Incorporated into the unit is an automatic safety device and self-leveling action both of which compensate for varying heights of freight carrier beds plus carrier spring deflection during freight transfer. The safety feature will hold the deck in its last position should the carrier leave the dock accidentally, thus avoiding injury to personnel and damage equipment.

Operating technique is simple. The hinged platform deck is raised by an instant-acting push button control to clear the floor of the incoming carrier. When the carrier is positioned, the deck is lowered until the layover arms and the two-sectioned, hinged bridge plates rest on the carrier bed.

Check #57 on card facing Page 10.

#### Stencil Roller

A specially compounded rubber roller, used with an ink pad and special ink, has been developed by Dia-graph-Bradley Industries, Inc.



Manufacturer claims that the roller provides increased speed in stencil application and saves 60 per cent of inks used with wear and tear on the

## IDEAL QUARTER

CUTS  
1/4 INCH  
CHARACTERS



Only...IDEAL ASSURES POSITIVE  
CHARACTER and LINE SPACING

#### COMPACT

43 letters per running foot—10 lines per 4 inches. Over 200 characters in 4" by 6" area.

#### PURPOSE

Stenciling small cartons, coding and marking products and for inspection purposes.

#### REPLACES

labels, tags and stamping methods where marking and addressing on small containers is required.

#### SPECIFICATIONS

Workmanship as in IDEAL larger models, the quality standard for 44 years. Cuts board and metal.

# IDEAL

STENCIL MACHINE CO.

108 IOWA AVENUE, BELLEVILLE, ILLINOIS



## World's Lowest Priced Quality Tape Machines

IN OFFICE, STORE AND FACTORY

\*Featuring "advanced-styling" in a complete line of automatic and pull type tape dispensers, "lowest in price—highest in quality" . . . designed with the cooperation of Stewart-Warner engineers.

10-DAY  
FREE TRIAL



Finest made for heavy duty shipping. Tape widths 1½" to 3" Features a lifetime stainless steel blade, 2 pure bristle brush wetting. Visual measuring scale. Self adjusting moistening element. Automatically measures, wets, cuts, ejects tape lengths adjustable 2½" to 36"—each pull. Side bottle maintains water level in large tank. Fully enclosed body.

Heavy duty Seal-O-Matic Model #55 for dispensing reinforced as well as regular tape at Low, Low Price \$49.98.

SEAL-O-MATIC  
SENIOR 3"  
AUTOMATIC

\$39.98

\*All models feature end-to-end moistening; and have removable, heavy cast aluminum water boxes. In hammer-tone gray.

Order on 10-Day FREE Trial NOW . . . or write for price list with unusual discounts



MANUFACTURING CO., Dept. SM-3

52 W. Houston Street • New York 12, New York

Our 21st Year

World's Largest Manufacturers of Low Price Quality Automatic Tape Dispensers

## TIME SAVERS



### AIR PLIERS

Speeds stapling of many types of corrugated cartons and fillers.



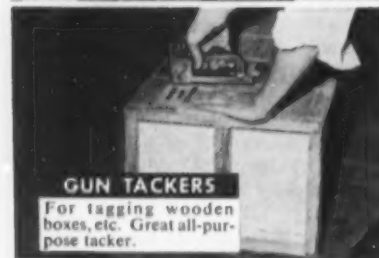
### HAMMER TACKERS

Easy tacking of box car liners, protective pads, waterproof papers, etc.



### OC STAPLER

Staples tags to cartons. No anvil needed.



### GUN TACKERS

For tagging wooden boxes, etc. Great all-purpose tacker.

These are a few of the jobs speeded and simplified by Duo-Fast equipment.

Mail coupon for details on fully guaranteed DUO-FAST STAPLER-TACKERS.

**MAIL COUPON**

**FASTENER CORPORATION**  
860 Fletcher St., Chicago 14

Please send data on Duo-Fast Tackers for Shipping Departments.

Name \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_

stencil board reduced to a minimum. An introductory kit includes the roller assembly, pad, quart can of ink and a handy swivel pouring spout.

Check #66 on card facing Page 10

### Colored Tying Wire

New colored wire—or round steel strapping, as it is also known—has been introduced by Inland Wire Products Co.



The wire can be used for purposes of identification and beautification. It is claimed to have a high resistance to rust, to have elasticity and a smooth surface. Packages tied with this wire have been approved by the Post Office Department for shipping via Parcel Post. It is being made available in 25 pound coils in red, yellow, blue and green, and in 17 and 18 gauges.

Check #53 on card facing Page 10



SAVES 25%  
SHIPPING COSTS

## MARSHIAN TAPER LICKS HERSHEY CHOCOLATE SHIPPING PROBLEM

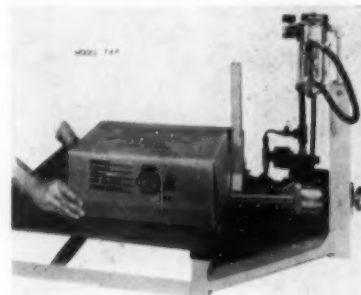
Hershey Chocolate Company's packaging operations have been speeded up with Marsh Electric gummed tape dispensing machines. They're called "DIAL-TAPERS" because you just dial the tape length needed. Tape is measured accurately, moistened with warm water, and cut off clean, ready to seal with one pass of the hands. Users save up to 25% in tape... 50% in time with the Marsh Electric DIAL-TAPER. It's amazing.

**FREE:** "The Marshian Story" of Electric Taping. Clip ad to business letterhead with your name. Mail Today!  
**MARSH STENCIL MACHINE COMPANY,**  
75 Marsh Building, Belleville, Illinois U. S. A. 61-18

**MARSH** ELECTRIC  
**DIAL TAPER**

### Carton Stapling Machine

For closing cartons, Container Stapling Corporation has just placed on the market its floor and bench Model Tap machines which are automatically controlled without solenoids, relays, foot switches or mechanical cables.



When the carton is tapped against the stapling head, the staple is driven and clenched, and the anvils are automatically returned to their original position. These machines can drive 200 or more staples per minute, according to the manufacturer. They are designed especially for closing overlap cartons or long narrow slotted end closing cartons. They can be used to close regular slotted cartons by adjusting the stapling head to the vertical delivery position.

Check #67 on card facing Page 10

## News—Promotions

(Continued from Page 30)

of American Railroads, announced appointment of J. P. Ryan as research engineer.

★

**MINNESOTA MINING & MANUFACTURING CO.** has announced expanded responsibilities for three of its vice presidents, Clarence B. Sampair, Joseph C. Duke and Hubert J. Tierney. President Herbert P. Buetow said the realignment of functions was made to facilitate continued growth.

Sampair will be in charge of the tape and ribbon products group comprising the cellophane, fibrous and industrial tape divisions, the ribbon division and Mid-States Gummed Paper Co., a 3M subsidiary. He has been with Minnesota Mining since 1927 in various production capacities. He was elected president of 3M International, the company's foreign subsidiary, in 1952.

Duke, who had been vice president in charge of coated abrasives and related products division, also assumes responsibility for the adhesives and coating division. He has served 3M for 3 years.

Tierney will head a newly-formed

plastic division, which guides research, manufacturing and sales of newly-developed reinforced plastic sheeting and reinforced plastic pipe. In addition, he was named chairman of a newly-created tape planning committee.

**CONTAINER LABORATORIES, INC.**, has opened a testing laboratory in Los Angeles, it was announced by Charles J. Zusi, president. This unit will be equipped for the performance of tests simulating the actual hazards of transportation on filled shipping containers.

In charge of the new laboratory will be Henry D. Breen, who has had packaging experience with National Container Corporation of California.

(Continued on Page 45)

## Packing a Punch

(Continued from Page 17)

Union Carbide, addressed his remarks to what he termed the few "bad boys" of the trucking industry, whom he identified as those who fail to acknowledge the filing of a freight claim, or who use delaying tactics in handling a claim, or who make a shipper go through much "rigamarole" before paying a claim. The 24 to 48-hour deadline on filing of claims for concealed damages was attacked by Roger C. Avery, claim supervisor of Neisner Brothers. The deadlines make filing of claims very difficult if not impossible, he said.

C. H. Colyer, general traffic manager, Carrier Corp., recounted usefulness of a special damage report form his company has developed. With spaces for noting location, extent, amount and cause of damage, the form aids Carrier in pin-pointing principal causes of claims, he said, as well as locating weaknesses in its products.

## PHOTO-OF-THE-MONTH

(Continued from Page 17)

strong enough not only to seal the carton, but to reinforce it as well. The extra strong closure was highly important because of the pilferage problem. Of the several tapes tested exhaustively, Fastweld met every requirement. It was stated by Schenley's engineers. Its extra-heavy adhesive welded to the carton surface and the asphalt laminate offered the needed protection against moisture. Its multi-directional reinforcement with Fibreglass provided the extra strength needed to discourage thefts and protect the cartons in shipment.

Fastweld reinforced tape is now the exclusively authorized sealing reinforcement for Schenley export shipments packaged in V 35 solid fibre containers.

MEN — METHODS — MATERIALS

# TIPS ON MARKING SHIPMENTS

## COVERMARK

**Removes Old Shipping Marks - Dries Quickly  
Carton Color - Stencil  
-Tape - or Mark on it!**



Really  
Keeps  
Carton  
Cost  
Down

**INSURE fast delivery by  
Removing Confusing Marks**

## SPEED YOUR SHIPMENTS

Write for free sample and literature

Distributed by

### The W. H. ALEXANDER Co.

SHIPPING DEPT. EQUIPMENT

122 ARCH STREET  
PHILADELPHIA 6, PA.  
Phone: RAket 7-3270-1

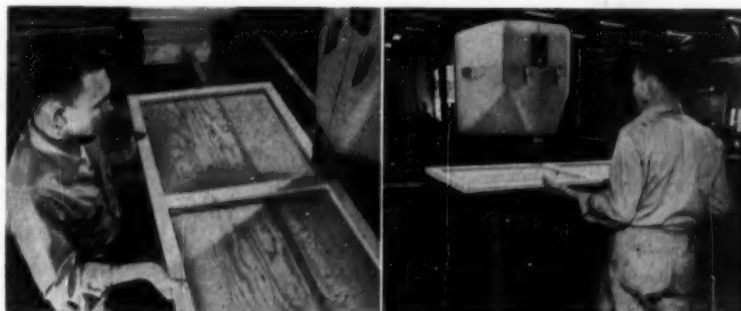
177 WEST BROADWAY  
NEW YORK 13, N. Y.  
Phone: WOrld 6-2113-4

SERVING INDUSTRY FOR THREE GENERATIONS



*Says:*

**"AUTO-NAILER MAKES CLEATED BOXES  
MUCH FASTER THAN PREVIOUSLY POSSIBLE"**



As soon as Amendment No. 1 to Federal Specification PPP-B-601 was published, Tamco of Dallas, one of America's leading aircraft companies started making all their cleated plywood shipping boxes on their Auto-Nailer. They make 24 different sizes—using panels from 12 x 12 to 24 x 48 inches, changing from one to another in seconds. Auto-Nailer makes, drives and clinches 3 nails per second, so turns work out much faster.



Write for free catalog

**AUTO-NAILER CO., 267 Marietta St., N.W., Atlanta, Ga.**



This photo, attached to a claim prevention form on cherry red paper, shows poor loading. The form is sent to the originating terminal manager with comments.

## Carrier Reduces Damage Claims

(Continued from Page 34)

four Mid-Western States (Ohio, Indiana, Kentucky, and West Virginia).

By such practices as those of taking on-the-

scene photos of all loads that can be used to point up good or incorrect trailer loading practices, BT-MFX has aroused interest and extra effort on the part of all operating personnel in bettering the System's record.

Full support is given the claim prevention program by the operating management at the headquarters offices in Baltimore, Md., and York, Pa., by working closely with author and with Dale L. Snyder, Freight Claim Agent for Motor Freight Express, Inc., to train personnel in OS&D procedures, cargo protection, cooperation with connecting carriers, and in improved supervision of equipment inspections.

## Eleven-Point Program

Informal educational activities, inspection and protection techniques, and occasional conferences of claim agents and OS&D clerks have been replaced by a planned, detailed, and continuing program consisting of these 11 steps:

1) Education and training of personnel by the district managers, assisted by the claim agent. Instruction meetings are held at each terminal at frequent intervals. Supervisors give on-the-job training on all shifts. Cartoon folders illustrating handling instructions are mailed to the homes of

(Continued on Page 50)

## ... PROVEN DEPENDABLE STENCILING and MARKING

with the *IDEAL* TRADE MARK

### FOUNTAIN STENCIL BRUSH

... Used consistently for years by many of the nation's best known companies.

Controlled automatic ink feed makes the IDEAL the fastest performing fountain brush you can buy. Next time you need fountain stencil brushes order an IDEAL. Compare it with your present brush. We guarantee your satisfaction or your money refunded.

### FOR ALL FREE HAND MARKING ...

The ★ *STAR MARKER* ★

An improved Felt Tip Fountain Marker that uses instant drying marking inks for marking all types of surfaces. Made principally for the Shipping Dept., it has unlimited other uses.

... Write for additional literature on these products and proper inks to give you the best service.

UNIVERSAL FOUNTAIN BRUSH CO.  
St. Petersburg, Fla.



## ELECTRIFIED MARSHIAN CLEANS UP MAYTAG SHIPPING PROBLEM

All Maytag Washer shipments come clean, since installation of MARSH ELECTRIC Dial-Tapers. It's simple to operate. You dial any tape length desired. In a split second, tape is measured accurately, moistened with thermostat-controlled warm water, cut off clean, and practically handed to you. There's No guesswork; No lever to pull; and No wasted tape. Users save up to 25% in tape... 50% in time, compared with manual tape machines.

**FREE:** "The Marshian Story" of Electric Taping. Clip ad to business letterhead with your name. Mail Today! MARSH STENCIL MACHINE COMPANY, 75 Marsh Building, Belleville, Illinois U. S. A. DT-16

**MARSH** ELECTRIC DIAL TAPER



## "LISTEN MR."

(Continued from Page 29)

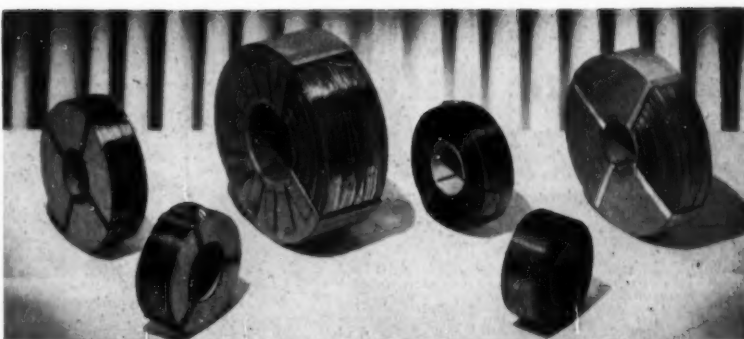
points.

Already now we see the beginning of a system of assigning shipments to different carriers because of the facilities and advantages offered by each. In all probabilities we will also add to our list carrier Clark who handles some of the other cities better than either Jones or Smith. Now we have the start of a traffic department routing section. At this point the routing section will start to list on cards carriers which best serve each city. Next in order is a listing of transfer carriers which Jones, Smith and Clark use to service the real off-lying points. Once these off-lying carriers are established, we now have on our card for each city the name of the initial carrier and the nearest terminal, plus the name of the delivering carrier for the off-lying point.

### Check Delivery Time

All that remains now is an accurate indication of delivery time to these specific points. Although we are sure that all carriers mean well, our experience in traffic has been to determine for ourselves what the average delivery time is to all points.

It is a very simple matter to do this. In our case we had two-cent postal cards printed up with our return address on them. On the reverse side we asked the receiver of the material to indicate the date on which he received the shipment and the carrier who delivered it. This card was then returned to Polaroïd, who had a record of the date shipment was given to the carrier. When the results of all shipments by all carriers to all points were compiled, we had an accurate indication of the delivery time which we could expect to these points by these carriers. The results, insofar as



GET HIGH-SPEED, UNINTERRUPTED STITCHING

## WITH MID-STATES

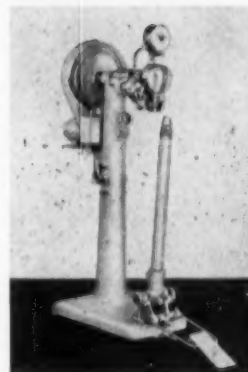
Turn to Mid-States for fast, economical production and packaging. For over half a century Mid-States has led in consistent, high product quality and cost cutting know-how. Whatever your packaging need, it will pay you to do business with Mid-States.

**MID-STATES STITCHING WIRE** gives you frictionless, uniformly smooth flow—off the coil and through the stitching head—to assure high speed, uninterrupted operation. In 5, 10, 25, 50 lb. spools; 5, 10 lb. coils. All Standard sizes. Special sizes spools on request.

**MID-STATES BOTTOM STITCHER MACHINE** staples carton bottoms up to 72" wide, 40" deep. Effective on board stock to a maximum thickness of 3/4". Single foot pressure on saddle plate brings Bottomer Post into position. The famous "Tip-Toe" contact on electric switch starts and stops stapling. Stapling Head Arms in 12, 30, 36 inches in length. Straight Arms and Sword Arm types also available.

**MID-STATES WIRE TYING MACHINES** are your fastest, most economical means of assuring safe, intact shipments of products. Mid-States "T" model is the answer—it's sim-

ple, streamlined and fast! Moving handle forward and back tensions, ties, cuts wire in one easy operation. Mid-States supplies the wire to use with each machine.



Write for further details and prices.



## MID-STATES STEEL AND WIRE COMPANY

CRAWFORDSVILLE, INDIANA • JACKSONVILLE, FLORIDA

delivery time was concerned, were also posted on the city card so that the router now had all information pertinent to that particular point.

It can be seen from the above how a valuable routing section of a traffic department evolved. The above example is one of the simplest. Added to the delivery time and carrier statistics on the city card can also be the rates to these cities by the various

carriers so that a competitive rate freight count is at hand at all times.

Establishing such a system is no small job and normally would take six months to one year to have complete information available for each city in the country. However, it is extremely important to have this information in order to give dealers the most efficient, fastest and most economical routing available.

## American wirebounds WIN AGAIN!



### Awarded 1st and Only SAFE TRANSIT LABEL for Cast Iron Fixtures

of Humphries Mfg. Co.

- \*Save 67% packing manhours. \*Save 5% Materials costs. \*Save shipping weight.
- \*Save damage, handling, claims.

Another American "first"! New American wirebounds pay off big for Humphries — they'll do the same for you! Get the facts — how American wirebound engineers "scooped" the industry — the many big advantages to shippers and receivers — how they can be adapted to your products. Get the American 4-way analysis of your packaging needs, and save money. No cost, no obligation. Write or phone.

Specializing in Carload Shipments:  
Wirebound, Corrugated, Cleated Panel, Nailed-wood



### THE American BOX CO.

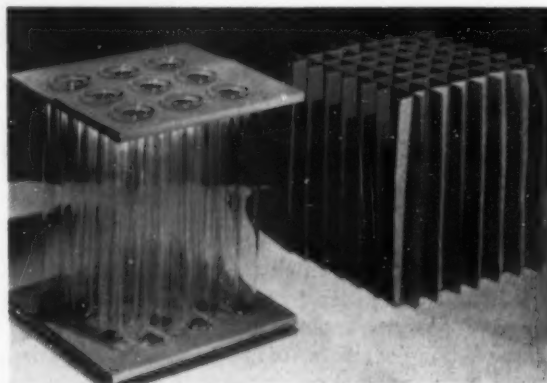
1906 W. 3rd Street, Cleveland 13, Ohio Phone: Superior 1-4900  
Branch Plant: Marion, South Carolina Phone: Marion 703-702

Other Regional Sales Offices:  
N. Y. City, Buffalo, N. Y., Pittsburgh, Pa., Detroit, Mich.

SEE US AT THE EXPO IN N. Y., BOOTH 211

## New Box for Glass Jars Reduces Size, Weight and Package Costs

Take Another Look! No, it's not a mirage! There really are 36 glass hydrometer jars packed in this new box used by the Doerr Glass Co., Vineland, N. J. The results are: A reduction of 50% in box size; lower initial packing costs; less packing time required; an appreciable savings in freight charges.



At first glance, this box seems to hold only 18 glass hydrometer jars, but it actually has room for 36 as shown at right.

At first examination, the new box appears to hold only 18 jars. But ingenious, die-cut packing pieces at the top and bottom of the box conceal the bases of 18 additional jars, giving the appearance of only half the contents it actually holds.

Besides taking up half as much room in storage, which has met with enthusiastic customer approval, the new box weighs about 25% less, and cuts five minutes off packing time formerly required. Before adopting this unusual box, the Doerr Glass Co., which manufactures commercial and scientific glassware, made a test shipment from the company's plant in Vineland to Chicago and return. The box came through the test in excellent condition, without breakage or damage of any kind to its contents.

Photo & Data Courtesy, Hinde & Dauch, Sandusky, Ohio.

## New Lab Set Up To Solve Packaging Problems

A modern laboratory, completely staffed and equipped for scientific investigation of plastics packaging problems exclusively, has been established by Bakelite Company, a division of Union Carbide and Carbon Corporation. A staff of thirty highly qualified scientists, engineers and technicians with the most modern types of packaging equipment are gathered at Bakelite's Bound Brook, N. J., plant for the sole purpose of studying the utilization of plastics for packaging on a scientific basis. The new laboratory will concentrate on practical packaging problems involving the use of plastics and resins as well as conduct other

scientific explorations.

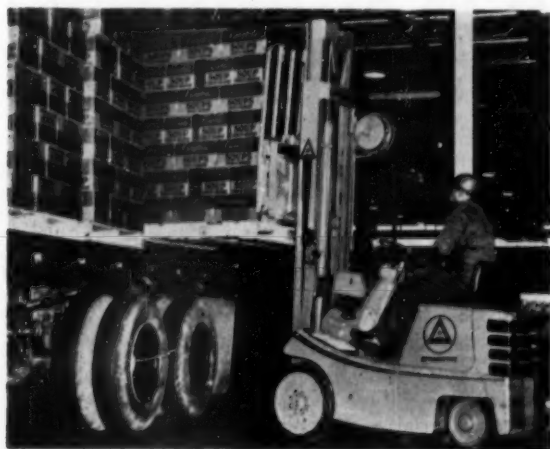
The staff is divided into five teams currently attacking major packaging problems of the moment. Programs are already underway to investigate horticultural and food technology, mechanical packaging operations, printing on plastics, properties of films and packages, and consumer packaging. Problems on extraction and safe use of modifiers for films being developed to package food and drug products are referred to specialized laboratories of Union Carbide, Bakelite's parent company.

An early project, quickly solved, concerned the problem of stress fatigue failure of polyethylene film. The familiarity of the laboratory with this phenomenon solved the critical production problems of one customer, and opened up a new line of study in stress fatigue. Another group has made significant progress toward adapting existing overwrap machinery to handle thermoplastic films for automatic wrapping of lettuce, textiles and other items. Using a technique called organolepsis, apples are being taste-tested to determine the difference in flavor caused by cold storage in various types of packaging.

### Truckload of Soup is Unloaded in 6 Minutes at Calumet Clinic

A demonstration of how to unload a truckload of soup in six minutes flat highlighted a Materials Handling Clinic held recently at Calumet Industrial District Company in Chicago.

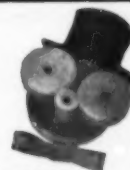
Using a fork truck, the company showed how rapidly and efficiently 30,000 pounds of palletized produce can be unloaded from a highway truck into storage areas nearby.



This is the work lift that removed the soup in six minutes.

Also displayed at the clinic, which concentrated on food handling problems and progress, were many time and labor-saving devices and techniques now in use at the warehouse which is first of a series of similar units now being built to

## Why does **M-J** Comet Tape stick faster?



- Reinforces container
- Dust-tight, moisture-resistant
- Easy to apply and open
- Protects against pilfering
- Printed tape advertises
- Economical

**M-J**  
**COMET SUPERSTANDARD**  
**SEALING TAPE**



Why does M-J Comet Tape stick faster? Simple. M-J Comet is a superstandard tape. That means it's gummed with the highest quality glues . . . glues that become tackier faster.

You don't have to wait for water to dissolve glue. When M-J Comet Tape comes out of your tape machine, it's ready to stick . . . immediately.

Next time you're ordering tape . . . specify M-J Comet Superstandard Sealing Tape.

### McLaurin-Jones Sealing Tapes

- M-J COMET
- M-J TANGLEFOOT
- M-J LOCKER
- M-J HYFLEX
- GLAS-TAPE
- M-J SUPER-GLAS
- M-J SOLSEAL
- (WATERPROOF)

All available plain, colored or imprinted. Standard grade Tanglefoot and Sunrise also available.

## McLaurin-Jones Tapes

McLaurin-Jones Company Hdqts: Brookfield, Massachusetts  
Offices: New York • Chicago • Cincinnati • Los Angeles  
Mills: Brookfield & Ware, Mass., Homer, La.

form the world's largest food distribution center.

Features of the building that make it possible for the company to handle food products quickly and economically include an indoor railroad siding and drive-in truck ramps, coupled with the latest materials handling techniques and equipment, which make possible maximum utilization of warehouse space.

## Lift Truck Cuts Man-Hour 87% And Triples Paper Storage Space

For every 12½ minutes now spent in receiving and storage, Baltimore Salesbook Company saves 87½ minutes labor with their new lift truck. In addition, they are now able to store two or three rolls of paper where they once could store only one.

Until recently, the salesbook company had relied on manual handling. The rolls, 10 or 12 to a truckload, were delivered set down on the platform. From there, it took two men, working with a hand truck and chain hoist, two hours to haul the rolls to storage, where they were stacked on end, one high. It was a backbreaking and time-consuming job.

Not long ago, the company built a new warehouse especially for storing large rolls, 52¼ to 72½ inches wide, and the lift truck was installed

shortly thereafter. Today, the rolls are picked up from the platform and stored by the truck in one-half hour, a saving of 87% in man-hours. By stacking the rolls two and three high, the lift truck has as much as tripled storage capacity.

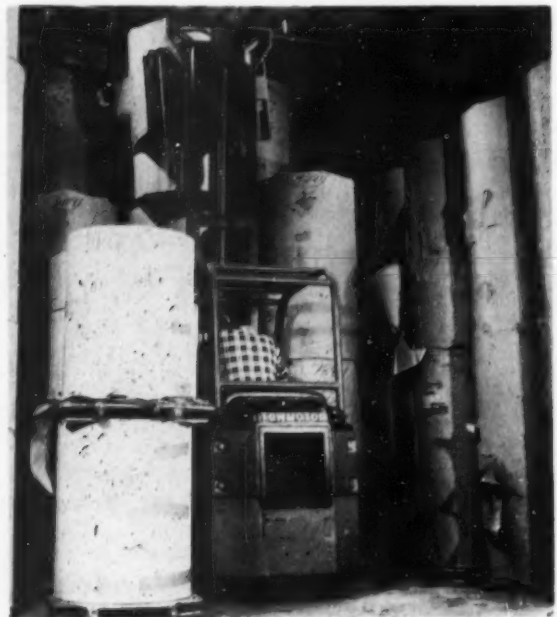
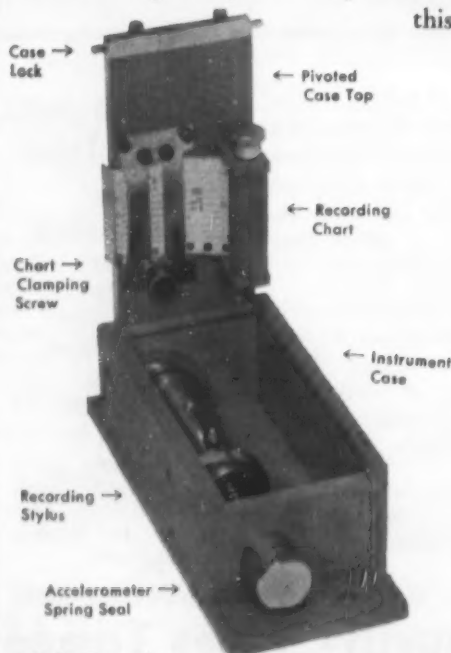


Photo and Data Courtesy Automatic Transportation Company.

Fork lift truck has doubled capacity of this paper roll warehouse.

## Packaging Engineer



this instrument is the answer

to impact test work and package testing

## MODEL 1M ACCELEROMETER

WEIGHT: 22 ounces — SIZE 2½" wide x 2" high x 6" long.

**Description**—The Model 1M Accelerometer is a maximum indicating, mechanical type one component accelerometer. It uses a damped type spring system. Records are linear over the entire G. range. Records are made on 1" wide wax coated charts by a spring loaded stainless steel stylus. The instrument is built in a width of G ranges and frequencies. Because of its construction it is nearly indestructible. A ¼" thick magnesium case protects the recording mechanism. Precision wound springs are used in the accelerometer mass system. All accelerometer parts are chrome plated brass. Only the most rugged precision parts are used in this instrument.

**Uses**—For all types of impact testing, package testing, drop tests, force analysis work and Conbur tests. The instrument also can be mounted in an Impact Register so acceleration can be measured in addition to impact speeds.

We know you will find this instrument accurate and dependable. The basic design has been taken from our other types of instruments which have proven so successful during the past 35 years.

### Also Available:

- A. Type M instruments also are built in two and three components.
- B. Impact actuated type instruments in which the chart moves on each impact.
- C. One, Two and Three Component accelerometers with spring driven 30-day motors.

Flight Recorders  
Accelerometers  
Vibrographs

**Impact Register Company**  
P. O. Box 445 Champaign, Illinois

Impact Registers  
Two Way Ride Recorders  
Three Way Ride Recorders



## News

(Continued from Page 39)

**HUDSON PULP & PAPER CORP.** has recently acquired the multiwall paper bag manufacturing business of **Hammond Bag & Paper Company**.

A joint announcement by Hudson president William Mazer and Hammond president M. J. Davis disclosed that Hudson gains through this transaction three converting and shipping plants of Hammond at Wellsburg, W.Va., Pine Bluff, Ark., and Charlotte, N. C. The Hammond paper board mill in Wellsburg was not included in the acquisition. The three Hammond plants will operate as a separate division of Hudson.

Hudson also announced that a nuclear scanning device to observe and regulate the quality of kraft paper, has been installed at its plant at Palatka, Fla.

★

**ROBERT GAIR COMPANY, INC.**, has announced the engagement of **Christopher P. Jones** as sales manager of the **Plastafol** department, folding cartons division.



CHRISTOPHER P. JONES

★

### AIDS M-H SCHOOL



**R. B. Evans** (right), vice president of **Evans Products Company**, presents check for \$5,000 recently as a contribution from his company to the **Materials Management Center, School of Business Administration, Wayne University**, at Detroit. **Dr. Spencer J. Larsen**, the

*"the greatest improvement in fountain brushes in years!"*

that's what shipping men everywhere are saying about

**Garvey's new MODEL B fountain stencil brush**

The reason for this widespread acceptance of Garvey's new Model B Brush is the positive seated valve, (there are no pistons to wear out on aluminum seats), floating packing and large fluid openings so that when the button is pressed ink flows easily and without coaxing.

There's no danger of leakage at the button which is the inevitable result of packing wear, no necessity to replace the complete valve when a leak develops, or to return the brush to the factory. Another feature is that the packing can be replaced in three seconds.

If you want to add to the efficiency and economy of shipping room operations, make the new Garvey Model B Fountain Stencil Brush standard shipping room equipment. You'll find it pays.

## Garvey fountain brush & ink company

4379-87 DUNCAN AVENUE • ST. LOUIS 10, MO.

In Canada—E. J. Wright Utilities Co., Strathroy, Ont.

Center's director, receives the check. Looking on (left) is **C. C. Whiteford**, manager of transportation services at **Ford Motor Company**, and chairman of the **Industry Advisory Committee** to the Center. The **Evans Company** has contributed a total of \$20,000 thus far to the Center which has a complete curriculum leading to a degree.

★

**ATLAS PLYWOOD CORPORATION** has elected **Robert A. Muller** president. He has been with Atlas since 1927 and has held the posts of vice president, director and senior vice president. He succeeds **Elmore I. MacPhie**, deceased.

At the same time, several new ap-

pointments to key posts were announced by Mr. Muller. **Richard D. Bolster**, assistant treasurer, was named assistant to the president. **Charles V. Molesworth**, president of **Plywood, Inc.**, warehousing and distribution subsidiary of **Atlas Plywood**, was elected a director of the parent body. **Molesworth** will also be responsible for the operation of **Davidson Plywood and Lumber Company**, Los Angeles, a wholly-owned Atlas subsidiary.

**Alfred M. Blakesley** was appointed sales manager of the company's flush door department.

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YOU MUST  
FOR YOUR OWN  
YOU SHOULD

**BLUE CROSS**  
**PRESSURE SENSITIVE**

**CLOTH AND PAPER TAPES**

YOU'LL BE WELCOME  
BOOTH NUMBER 310

INDUSTRIAL TAPE DIVISION  
HAMPTON MANUFACTURING CO.  
111 Cedar Street New Rochelle, N. Y.



**Lockwood**  
**DRI-RITE®**  
*Brush Pen* for marking  
... it's Foolproof  
**CAN'T LEAK** shake it drop it use it  
**CAN'T CLOG** writes on anything the instant it touches

- 5 NIB STYLES
- 6 INK COLORS

**Complete Outfit**  
Pen, ink, nib, filler

only **\$2.95**

write for folder

**LOCKWOOD CO.**

368 BOSTON POST RD., MILFORD, CONN.

## Stencil Co. Displays 32 Patents In Government Exhibit



As part of the U. S. Patent Office exhibit of business machines staged recently in the Commerce Building, Washington, there was a display of some of the 32 patents granted Marsh Stencil Machine Company. On hand for the opening ceremony were, left to right: Secretary of Commerce Sinclair Weeks; Walt Marsh, president of Marsh Stencil; Robert C. Watson, Commissioner of Patents; and Herbert Hempel, vice president of Marsh. The Marsh exhibit included patents on electric tape machines, fountain brushes, inks and markers, and showed how the American patent system has stimulated inventive genius and industrial progress.

## Publishing House Ups Production 25% Thru Mechanized Handling

Stocking irregular material such as rolls of paper weighing up to 2300 pounds, flat stock, binder boards and ink, plus handling waste paper in ton loads, a prominent publishing house was faced with the endless problem of insufficient storage area.



Fork lift truck pyramids paper rolls and other publishing supplies three and four high, allowing twice as much storage capacity as under previous manual methods.

Materials handling methods were inefficient; all work was done manually. Paper damage was high. In addition, there was a continual danger to employees because of hazardous and laborious lifting operations.

Through the use of two electric powered, high lift platform industrial trucks the company has

realized a 25% increase in production plus an increase of available storage space of 50%. Besides upping production, mechanized handling freed three men for more productive jobs. Precision control and easy operation of the trucks facilitate stacking and moving in the narrow aisles. Utilizing its high lift function, the truck pyramids the rolls horizontally three and four-high for maximum storage where previous manual methods permitted only two-high stacking. Skids of flat stock are now tiered to the ceiling and can be handled in master unit loads weighing up to 5000 lbs.

*Photo and Data Courtesy Elwell-Parker Electric Co.*

## 40% More Storage Space

*(Continued from Page 28)*

stringer extends across the front of the bay in which the palletized merchandise is placed.

A vertical T-assembly was substituted for the conventional stringer. Since this assembly supports the pallet but does not block the bay, a straddle truck can enter the bay to load or unload merchandise stored in the bay behind.

By giving access to an entire row of racks through another row of racks and by repeating the design on the opposite side, four rows of racks may be placed together without the need for an intervening aisle. The effect is to increase the storage capacity of existing warehouses or to reduce the size of the building needed when a new warehouse is contemplated.

## Tuning In

*(Continued from Page 27)*

the first time. Exhibit space will total 50,000 square feet. Gordon Nash, purchasing agent, Javex Company, Ltd., Leaside, Ontario, has been appointed general chairman of the 1955 Concurrent National Conference, and of the PAC Annual Banquet which will take place during the Exposition.

## AAR Freight Loss Section Holds 2nd Shipper Seminar

The Freight Loss and Damage Prevention Section, Association of American Railroads, held its Second Shipper Seminar during the week of August 1 to 5 at the Section's Container and Loading Research and Development Laboratory, Chicago.

The seminar's theme was: "The Proper Preparation of Freight for Shipment and The Loading and Bracing of Freight in Cars". Among the subjects discussed were these: Regulations for shipments of railroad freight, fibreboard boxes, nailed wooden crates and boxes, plywood crates and boxes, wirebound crates, collapsible containers, skids and pallets.

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For marking Paper, Card-board, etc.—STAONAL No. 2

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Shred magazines, old files, records, newspapers — quickly, safely. Machine is automatic, easy to handle, and pays for itself in no time. Many other units available, to meet all needs. Send today for free literature and complete details, including 10-DAY FREE TRIAL OFFER in your own plant!

INDUSTRIAL SHREDDER & CUTTER CO.  
123 Mill St. Salem, Ohio

**Cut Stenciling Costs  
Eliminate Brushes and Ball Pots  
Spray  
Quick-Drying, Water-Proof  
Stencil Ink**

• Efficient, easy-to-handle aerosol dispenser eliminates the mess and waste of leaky, sticky fountain brushes and ball pots. Nothing to clean. No waste.

7 COLORS—Black, Green, Red, Yellow, White, Orange and Blue.

The proven, widely used, modern method of stenciling boxes, cartons, drums, pails, crates—Ideal for color coding of materials,—inspection marking, etc.

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Company .....

Address .....

**Chemical Shipping Costs Cut As 20 Bags Give Way To Container**

Two thousand pounds of anhydrous sodium thiosulphate is now being shipped from the Rohm and Haas plant at Bridesburg, Pa. in a specialized heavy-duty container. Advantages of the new unitized "package" include important savings in materials handling as twenty individual bags on a pallet were previously required to handle the same amount of chemicals.



New unitized package for shipping 2,000 pounds of granular chemicals.

The success of the bulk shipment idea dramatizes the fact that first cost of a container is not always a valid criterion. Savings on loading and unloading cars, both by Rohm and Haas and by their customers proved to be a far more significant factor.

When 20 bags were used, four men were required for loading, with a fifth man to check. This represented between five and six hours work per man or a total of between 25 and 30 hours. With the present container, two men can load, check and brace a car in about two and a half hours. The total man-hours is therefore reduced to five — a saving of between 20 and 25 hours.

Filling and closing the container is simplified by inserting the octagon liner in the body before any scores are broken. Next step is to attach the bottom lid to the body, locking the flaps with steel strapping which fits into precut "ears". A single wooden form and wooden pegs are used in this operation.

The 2,000 pounds of chemicals flow by gravity into a waterproof crepe paper bag lining previously inserted in the container and smoothed out. Closing of the top lid completes the procedure.

To facilitate picking up the container with a fork truck, runners of double-wall corrugated board are glued together to act as a skid.



## New Jacks Developed for Railroad Piggyback Operations

The boom in piggy backing has resulted in the design of several jacks specially adapted to piggy back service. Duff-Norton Manufacturing Co. has provided jacks for nearly a dozen major railroads and other new designs are in the works.

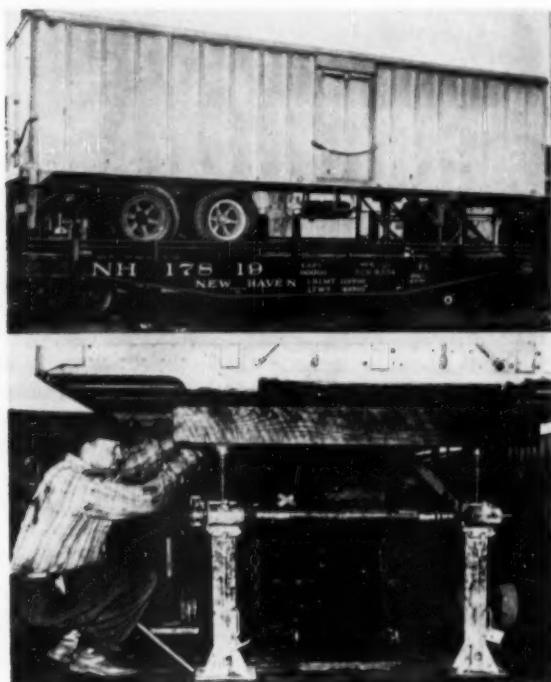


Photo & Data Courtesy Gaylord Container Corporation.

The pictures above show how the New York, New Haven & Hartford R.R. uses jacks to help fasten trailers securely to flat car decks for shipment. These pictures, taken in the railroad's Hellgate Yards in the Bronx, N. Y., show how the trailer is fastened so that it can move only with the flat car. Two jacks at the front and two more at the rear raise the trailer until its weight is off the springs. Chains are used to hold the trailer body firmly to the floor of the flat car. The lower picture shows a Duff-Norton innovation, a connecting shaft between two worm gear jacks which allows one man to raise the pair of jacks at one time.

## Fewer Box Sizes

(Continued from Page 21)

product in our plant and the space saved has been put to more productive use. Our leased truck policy and the movement of packaged merchandise right to the truck terminals have provided us with pre-determined transportation costs and assure us of prompt merchandise delivery."

**For** package  
reinforcement or  
center seam sealing...  
you can't beat these  
tapes



New Stres-Pruf Tape has a clean working, rubber resin base laminating material that won't goo up the cutting knife.

Bi-Di Tape has a special, asphaltic laminant that stays flexible over a temperature range of 152° F.

Both tapes are reinforced *bi-directionally*, with fibres running across and lengthwise; and both tapes are approved for center seam sealing of freight, parcel post, and truck shipments.

\*Trade Mark

Write for samples and complete data on these top quality, *bi-directionally* reinforced tapes.

**MID-STATES Gummed Paper Company**  
2507 S. DAMEN AVE., CHICAGO 8, ILLINOIS

New York • Syracuse • Philadelphia • Boston • Atlanta  
Cleveland • Detroit • St. Louis • Los Angeles



## Neon Sign Shipments—Only ONE of 1001 Uses of HANSEN <sup>ONE</sup><sub>HAND</sub> TACKERS

**SECURING NEON SIGNS** in shipping containers—tacking leather hinged supports to absorb shock in transit—is but one of scores of uses for Hansen one-hand Tackers. Lining shipping cases with felt is another. Tagging, labeling, fastening bags of casters, etc. are other uses.

### FASTER! BETTER! AT LESS COST!

Hansen is noted for rapid gripping action, quality tacking and fastening, and take-up jaw for low maintenance. Portable... self-contained... easy to operate... balanced design... removable Take-up Jaw... are Hansen features that cut costs.

### 36 DIFFERENT MODELS 80 STAPLE SIZES

Hansen makes Tackers for driving single-leg tacks, narrow or wide staples, chisel-points or tackpoints, up to 1/2" length. Submit your problem.



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Request Booklet... today

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## POTDEVIN Label Paster

Available in 6", 8 1/2", 12" and 18" widths.



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208 North Street • Teterboro, N. J.

Designers and manufacturers of equipment for Bag Making, Printing, Coding, Labeling, Gluing and Labeling

Time savings of 30% and more with unskilled operators makes your POTDEVIN Label Paster quickly pay for itself. No adjustments required for varied shaped labels. Accurate control of adhesive minimizes waste and assures clean, neat labeling.

## Rail Capital Expenditures in 1955 Are Expected to Reach \$703,700,00

Gross capital expenditures of Class I railroads for road and equipment in 1955 are expected to reach \$703.7 million, according to estimates furnished by 125 line-haul railroads to the Bureau of Transport Economics and Statistics of the Interstate Commerce Commission. Such expenditures in the first half of this year have been placed at \$393.5 million.

## SIPMHE'S First N. Y. Show

(Continued from Page 26)

sales and visual design in packaging.

Certificates of Attendance will be given only to those registrants who take the entire Short Course. The full course registration fee is \$30 for SIPMHE members and \$40 for non-members.

Many allied meetings complete the colorful pattern of events which is the SIPMHE Tenth Anniversary Show — among them the Packaging & Preservation Committee of the Aircraft Industries Association and a special meeting of engineering faculty from colleges and universities from all parts of the country to occur on Wednesday, September 21. The Packaging Committee D-10 of the American Society for Testing Materials will meet on Thursday, September 22; and the Project B-69 of the American Standards Association on Pallet Standardization will take place on Friday, September 23.

## Carrier Reduces Damage Claims

(Continued from Page 40)

employees.

2) Photographs — Terminals are equipped with flash-bulb cameras to photograph all faulty inbound loads. These photographs are forwarded to the claim agents. Corrective handling with the loading terminal follows.

3) Equipment Inspection—Loading terminals are required to inspect each trailer prior to loading. Any defects that might soil or damage freight are corrected before loading begins.

4) Housekeeping—Emphasis is placed on clean and orderly terminals and on maintaining handling equipment in top operating condition.

5) Individual Responsibility—Supervisors are held personally responsible for faulty handling occurring on their respective shifts. They are required to observe and supervise the handling, loading, and unloading operations and to correct errors and carelessness on the spot.

6) Drivers, Checkers, and Helpers—Individual errors or carelessness are covered by a personal letter to the employee from the district manager calling attention to the mistake. These letters are

made a part of the employee's service record.

7) **Special Cargo Protection**—Terminals maintain a supply of waterproof paper, corrugated paperboard, and used cartons for use in protecting freight that might be damaged by contact with other freight. Supervisors are charged with maintaining supplies and directing their crews in the proper use of these materials.



Shown here is a double-seal lock on trailers to insure against opening doors while in transit and to keep damage losses down.

8) **Training and Coordination**—A system-wide meeting of all Over, Short, & Damage personnel was held early in the program under the direction of the claim agents to inaugurate a training program to be supplemented by circulars covering current problems. OS&D investigators check on the causes of improper handling, as they are reported daily, and through close cooperation with district managers, they assist in correcting any faulty practices. Complete investigation by OS&D investigators eliminates delays in settlement of claims that are filed.

#### Daily Conferences Held

9) **Cooperation With Connecting Carriers**—OS&D investigators assist in clearing overs and shorts with connecting carriers through matching bureaus in cities where they have been established, or through individual action when bureaus do not exist. Terminal platforms are checked daily for freight checking over or remaining on platform after over-the-road units are dispatched.

10) **Daily Joint Conferences**—Each OS&D investigator prepares for the daily conference telephone hook-up by having a complete record of all overs and shorts, together with his morning platform checking record, so that any shortage reported can be located and forwarded to destination without delay. Each terminal investigator has an opportunity to broadcast for assistance in matching up any overs or shorts.

11) **Monthly Progress Report**—Each district manager is furnished with a complete breakdown of all claim payments charged to his terminal for each three months period. These reports show



**You buy  
these advantages  
with every  
General Box**

**Engineered Designs.** Containers are designed, tested, improved and retested until a practical-to-produce container evolves that is right for the job. Completely equipped laboratories at Des Plaines, Illinois, and Denville, N. J.

**Quality Production.** The latest machinery, tools, and quality control methods insure low-cost production with the precision that means easy box assembly and maximum strength.

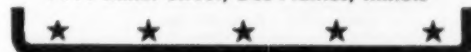
**Dependable Delivery.** Eleven strategically located plants to get the right containers to you at the right time in the quantities your schedule calls for.

Your request for a General Box engineer can start a most satisfying chain of action—and delay may be costing you important money. New illustrated literature on wirebounds or pallet boxes will be mailed promptly on request.

Factories: Cincinnati; Denville, N. J.; East St. Louis; Detroit; Kansas City; Louisville; Milwaukee; Sheboygan; Winchendon, Mass.; General Box Company of Mississippi, Meridian, Miss.; Continental Box Company, Inc., Houston.

# General Box

1811 Miner Street, Des Plaines, Illinois



**Engineered Containers for Every Shipping Need**

• Wirebound Crates and Boxes • Generalift Pallet Boxes • Corrugated Fiber Boxes • Cleated Corrugated and Watkins-Type Boxes • Stitched Panel Crates • All-bound Boxes

# Keep Up-to-the Minute All Year Long!

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GUIDE FOR EVERYTHING  
KNOWN TO SHIPPING  
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**BETTER SHIPPING MANUAL**  
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Here's a working manual you can depend on to learn new efficiencies in military packing; shipping department management; loading & handling; analyses of products and their packaging; testing; new methods & techniques; traffic routes . . . a practical encyclopedia in every branch of shipping and traffic management! The most important shipping, packing and traffic executives turn to BETTER SHIPPING MANUAL daily as their best guide to efficient operations.

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causes and commodities involved and include suggestions for preventive action in the future. The claim departments of the Baltimore Transfer Company and of Motor Freight Express, Inc., issue monthly reports to district managers showing claims paid during the previous month. The result of the claim prevention effort is therefore constantly before the district managers, thus enabling them to direct claim prevention measures toward the more serious causes of claims.

## Automatic Tape Sealing

(Continued from Page 22)

following advantages among others:

1. Taping of container flaps plus a few inch overlap onto the end panels with gummed tapes, including the improved reinforced gummed tape, offers many advantages in case sealing.
2. The machine can tape-seal top and/or bottom, plus end-panels. All, or any part thereof can be separately done, and likewise for plain dust-sealing only, or pilfer-proofing with printed tape in combination with existing glue sealing machinery, all in one continuous operation.
3. Machine is always ready to tape, requiring no steady flow of containers.
4. The tape is only moistened when the machine is actually applying it.
5. The machine can apply any length of tape as needed for a specific requirement, from a few inches up to the full length of the flaps. This is important for dust-sealing or pilfer-proofing in conjunction with gluing where no end taping is necessary, and can minimize tape cost.

### Can Set up to 3 Inches for Ends

The amount of extended tape for the end-panels can be set for anything up to three inches. This may be important to meet end-panel hand-hole or art lay-out conditions. The unit for adhering the extended tape to the end-panels, if required, can be added to the taper and extends the machine length about four feet. The shortest combined length is 7 feet. It rolls in the extended ends on both end-panels in one action and thereby completes each container. This principle is doubtless better than working only on one end at a time as has been common practice by others.

This machine cuts various kinds of plain and reinforced tape with equal facility and requires no special attachment for the hard-to-cut and reinforced tapes. The tape is automatically fed and cut in dry position by a simple feed-cut action, actu-



ated by a single solenoid.

Motorized vertical make-ready for box height is optional. This design permits the shortest possible machine length. Including end-panel taping, it can be only 7 feet if necessary. The regular machine length for top and/or bottom taping only, is 5 feet, 9 inches; and to include top and/or bottom end-panel taping, 4 feet extra is added.

### Try for Flexibility

My conception of best accomplishment in machine design is to always try for the most practical and the most flexible perspectives. This often leads to different approaches in design for a better solution of the problems.

A simple first example is the principle of feeding tape and cutting tape in dry position by a single feed-cut action. Formerly, tape was first moistened in unused position, and then fed and cut when in wet (slippery) state by two or more separate mechanical actions. The new simplicity naturally gave better and more trouble-free performance with less mechanical complications. Flexible designs offer an interchangeability. The customer need not fear the possibility of making a wrong decision. He can build up from the least to the most by adding to the base machine.

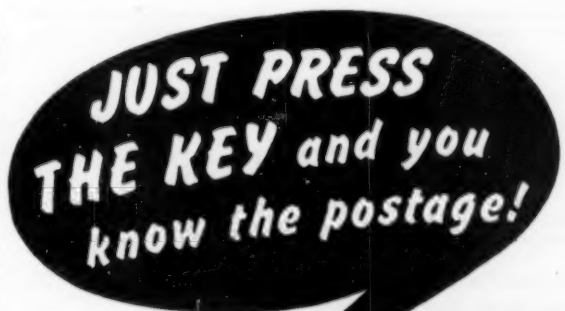
The recently amended rule which now permits two strips of reinforced tape, has greatly facilitated this type of carton sealing and these allowances should be of direct interest to every one in the industry now that automatic carton sealing is supplying the answer to many formerly serious problems in production lines.

### Seal Center Seam for LCL

When tape conforming to the reinforced specifications is used, which several manufacturers of gummed tape are now making, then center seam only need be sealed for LCL shipments. (Top and bottom one strip plain paper tape, when carried over the ends, is generally used for carload shipments in agreement with the carrier). Further, for LCL shipments, tape must be less than 3 inches wide and must extend over the ends not less than 2 1/2 inches.

Naturally, improved sealing tapes play an important role in the process of automatic carton sealing, and there are several types on the market which are serving necessary purposes. They are for the most part directionally and crosswise, reinforced. Their principal purposes are to:

- Resist "cross-tear," (cross width);
- Resist "down-tear," (lengthwise);
- Be fully waterproof (in lamination);
- Have great flexibility as to shapes; and
- Have ample adhesive and material



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### • Saves Postage —

The package weighed on this Parcel Post Scale will not carry too many — or too few — stamps.

### • Saves Time —

Speeds mailing department flow. Ends weighing bottlenecks. Simply press the zone key. One figure shows the exact postage. No postage-due delays... ever!



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Undoubtedly one of the greatest advancements in the packaging field is flexible corrugated wrapping paper. Daily, new users are turning to this faster, more economical and time-saving answer to packaging problems. And more and more the choice is BE SURE because users get these additional advantages:

### 1. GREATER ALL-AROUND PROTECTION

Be Sure is made of heavy, all kraft materials — no baggies or substitutes are used in its manufacture. Extra weight gives added strength and all-around protection.

### 2. GREATER RESISTANCE TO SHOCK

Be Sure's unique, scientific sewing method produces higher flutes, giving greater cushion to shock. Straight line indenting prevents mauling or crushing of flutes.

### OTHER Be Sure PRODUCTS ARE —

Grade C Cloth, Types 1 and 2  
(Made to surpass all U. S. Government Specifications (AS-8-131))  
Single Face Corrugated  
Slivers & Tubes  
War Packaging Barrier Materials  
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Under this heading classified advertisements are accepted at the uniform rate of 25 cents a word, but no advertisement taken for less than 20 words with a minimum charge of \$5.00. Address all communications to Classified Department, SHIPPING MANAGEMENT, 425 Fourth Avenue, New York 16, N. Y.

### SITUATIONS WANTED

**TOP FLIGHT ADVERTISING** sales promotion executive currently in charge of multi-million dollar manufacturing firm's operations seeks change. Minimum salary \$12,000.00 plus percentage of increased business. Box 459, SHIPPING MANAGEMENT, 425 Fourth Avenue, New York 16, N. Y.

strength to withstand handling "punishment" and temperature changes.

For years, the industry has been seeking ways to speed up the production and filling line by the use of improved conveyors, filling units and containers, inasmuch as these are major factors in the cost picture.

Yet, until recently the job of sealing cartons was to a great extent hog-tied to the old ways. Hand-sealing had advantages when carton sealing became a set trend in American processing industries, but to keep up with modern production lines there has long been an obvious need for a stepped up and lower cost method of sealing.

Naturally with factory and plant space at a premium, management wants to allot the minimum of space to any packaging process since the space factor is always a serious one. As an example, one firm specified a limit of 7 feet in length, including end-panel taping, to fit existing conditions. This is indicative of the limitations the tape sealing machine is able to conform to.

The result has been that automatic carton-sealing equipment need take up very little space, considering the job to be done, and there is ample engineering experience available to make sure that each installation is best adapted to the particular needs of the product and the plant.



Coating, Wax Dipping—Immunity Indicator Cards—Dessicant—Strip Coating—Dipping Wax

**JOBBER AND DISTRIBUTORS WANTED**

**D. C. COOPER Co.**

1467 S. MICHIGAN AVE. HA. 7-8046 CHICAGO 5, ILL.

## TANKS BY COOPER

Everything for  
PACKAGING

U/L Approved Wax & Plastic Dip Tanks—Automatic Dip Tanks for Fingerprint Neutralizer, Metal

*Still the leader  
in packaging  
desiccants!*



Protek-Sorb 121 gives you higher moisture pick-up and better protection at less weight per unit than competitive natural desiccants.

Packaging experts know they can depend on Davison desiccants.

Davison is known for product superiority and service. See your Protek-Sorb representative.

#### PROTEK-SORB 121 REPRESENTATIVES

Branch  
Denver Fire Clay Company  
Post Office Box 497  
121 Seventh Street, N. W.  
Albuquerque, New Mexico

Herbert A. Post, Inc.  
31-11 Twentieth Road  
Astoria 5, Long Island, New York

Jerry Goldsmith & Associates  
1604 Munsey Building  
Baltimore 2, Maryland

Carter, Rice & Company Corp.  
273 Summer Street  
Boston 1, Massachusetts

Protective Packaging Company  
542 South Dearborn Street  
Chicago 5, Illinois

Overseas Packing & Processing Co.  
4800 Gladstone Avenue  
Cleveland 4, Ohio

R. M. Reutlinger & Associates, Inc.  
Hulman Building  
120 West Second Street  
Dayton 2, Ohio

Denver Fire Clay Company  
Post Office Box 5510  
Denver 17, Colorado

Frank Paper Products Corp.  
2941 East Warren Avenue  
Detroit 7, Michigan

Branch  
Storrs & Bement Company  
179 Park Avenue  
E. Hartford 8, Connecticut

Cadillac Products, Inc.  
2300 Gainsboro Avenue  
Ferndale 20, Michigan

Standard Parts & Equipment Corp.  
904 North Main Street  
Fort Worth 6, Texas

Braun Corporation  
1363 South Bonnie Beach Place  
Los Angeles 54, California

Smythe Company  
431 East Burleigh Street  
Milwaukee 12, Wisconsin

Allied Commodities Company  
5601 West Lake Street  
Minneapolis 16, Minnesota

The McArthur Chemical Co., Ltd.  
640 St. Paul Street, West  
Montreal 3, Quebec, Canada

Branch  
Bulkeley, Dunton & Company  
494 Congress Avenue  
New Haven 11, Connecticut

Barada & Page, Inc.  
Maple & Leake Avenue  
New Orleans 18, Louisiana

Criterion Paper Corporation  
799 Washington Street  
New York 14, New York

Packaging Materials Company  
15 Lombard Street  
Philadelphia 47, Pennsylvania

The Chatfield & Woods Co. of Pa.  
South Seventeenth & Merriam Sts.  
Pittsburgh, Pennsylvania

Dyert & Stone, Incorporated  
56 Industrial Street  
Rochester 14, New York

G. S. Robins & Company  
126 Chouteau Avenue  
St. Louis 2, Missouri

Braun-Knecht-Heimann Company  
1400 Sixteenth Street  
San Francisco 19, California

Van Waters & Rogers, Inc.  
4000 First Avenue, South  
Seattle 4, Washington

The McArthur Chemical Co., Ltd.  
140 Liberty Street  
Toronto 3, Ontario, Canada

Commercial Chemicals Limited  
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Standard Parts & Equipment Corp.  
P. O. Box 2656  
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Progress through Chemistry



#### DAVISON CHEMICAL COMPANY

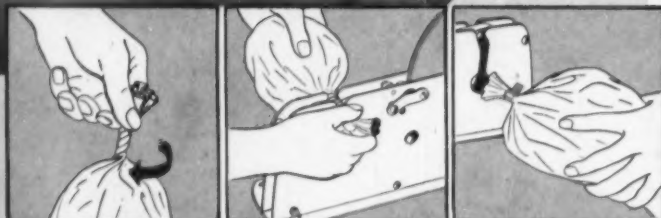
Division of W. R. Grace & Co.

**Baltimore 3, Maryland**

Producers of: Catalysts, Inorganic Acids, Superphosphates, Triple Superphosphates, Phosphate Rock, Silica Gels and Silicofluorides.  
Sole Producers of DAVCO® Granulated Fertilizers.

# NIKE\*

## BAG SEALER



**IT'S AUTOMATIC — IT'S FAST — ONE MOTION SEALS THE BAG**  
twist the bag neck — push down in slot — all sealed!

Without adjustment, the NIKE may be loaded with either 60 yard or large triple size rolls of paper pressure sensitive tape. It's the only bag sealer with patented peripheral tape-centering roll guide—adjustable for tape widths from  $\frac{1}{4}$ " to  $\frac{1}{2}$ "... vital moving parts of the NIKE are equipped with Oilite bearings, assuring long, trouble-free service.

### FAST, LABOR SAVING TAPE-LOCKING DISPENSER FOR FILM BAGS

The NIKE is designed for sealing bags with special pressure sensitive tape. A single downward stroke eliminates the three or four steps formerly necessary. The automatic cut-off of a definite length strip, assures maximum economy of material.

The easy, one-motion operation saves labor.

### IMPORTANT INDUSTRIAL USES

The Nike Bag Sealer can be used to seal all sorts of merchandise or manufactured products in polyethylene bags. Air tight, moisture and dust proof seals provided for the widest possible range of products — baked goods, candy, toys, delicate electrical parts and components, assorted hardware, soaps, powders, detergents, meat and meat products, "do-it-yourself" manufacturers for small parts and hardware, — the list is varied and endless.

## Better Packages, INC.

**SHELTON, CONN.**

The NIKE is made and sold exclusively by Better Packages, Inc., manufacturers of Counterboy tape machines. For demonstration and price, consult Better Packages' Regional Distributor in principal cities or write to Shelton.

\*Application for registration pending.

For free NIKE trial,  
reply on your letterhead to —  
**Plant #2, 252 Canal St.  
Shelton, Connecticut**

FROM  
LEMONS

TO  
LOCK  
NUTS

GOLF  
TEES

TO  
TURNIPS

IF IT'S  
BAGGED—  
SEAL IT  
WITH NIKE